

THE NATIONAL

P

Provisioner

LONG PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891



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Research

has but one goal...

winning more customers through
product improvement.

The scientific advances in cures and seasonings made possible by our widespread research activities have led to marked improvement in ham, bacon, sausage, frankfurters and other meat products.

Moreover, our technical discoveries have aided the development of more efficient and profitable processing methods, with better products at lower prices as their result.

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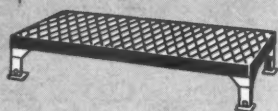
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GLOBE SAFETY WORK PLATFORMS

(Elevating and Stationary)

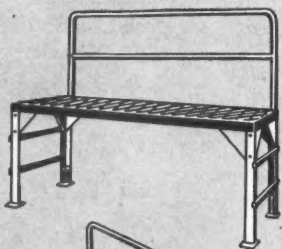
featuring Grip-Strut Safety Grating, provide an ideal safety stand for all meat packing operations: around saws, work benches, boning and cutting operations, or wherever safety is a factor. They are sanitary and easily cleaned (can be swept or washed) because all vertical surfaces of GRIP-STRUT are readily accessible. Non-skid in ALL directions, rugged yet light in weight, the adjustable leg shoes allow for raising and lowering the platforms and for levelling on uneven floors. B.A.I. accepted. Wide range of sizes available. Write for full details and prices today.

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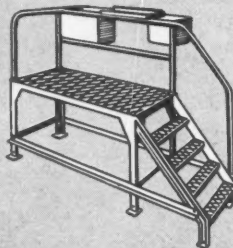
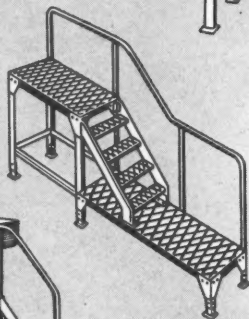


No. 10885
Globe Low
Type Standing
Platform

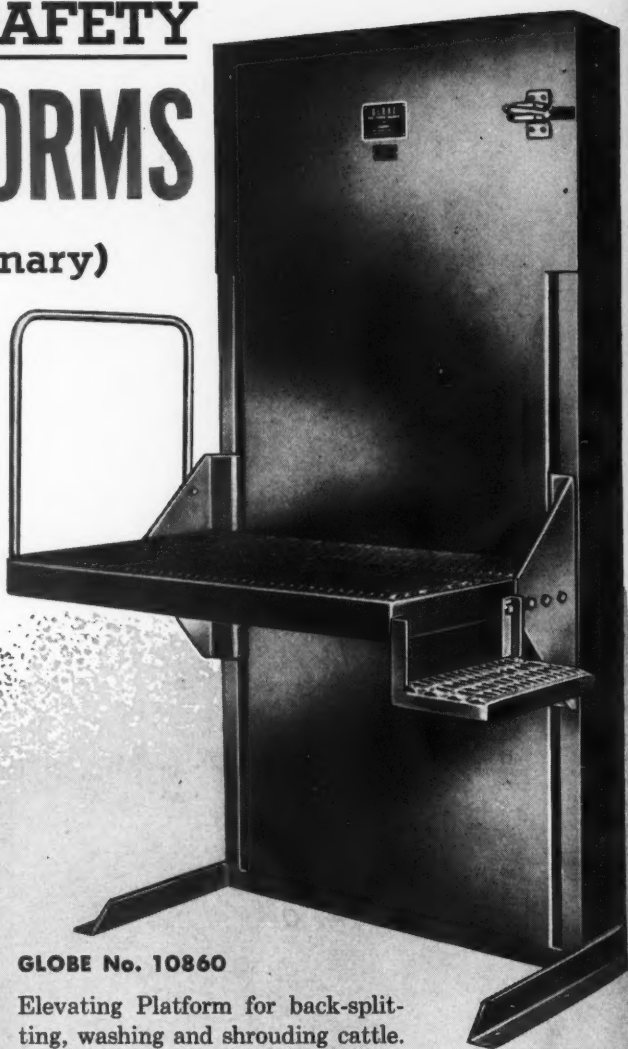
No. 10887
Globe High
Type Standing
Work Platform
with Pipe Railing



No. 10888 Globe
Two Level Standing
Work Platform



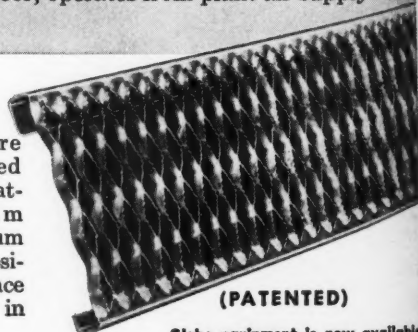
No. 10889 Globe
Washing and
Shrouding Platform



GLOBE No. 10860

Elevating Platform for back-splitting, washing and shrouding cattle. Increases production, reduces operator fatigue and eliminates lost motion. Platform size is 4'0" x 2'6", height 18" at low point and 62" at high. Safety Grip-Strut floor, operates from plant air supply 85 to 100 PSI.

Platforms shown are floored with patented Grip-Strut Safety Grating, for maximum strength with minimum weight, providing a positive NON-SKID surface under all conditions, in one single unit.



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Foods** 

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Diced Green **SWEET PICKLES**

Tangy flavor and appetizing green color make them a popular ingredient for many meat products. They are exclusively prepared for meat-packing use, come in crisp quarter-inch cubes, slice evenly, look attractive.

For economy and ease of handling, they come packed in No. 10 cans, ready for instant use.



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These are fancy Manzanilla olives, imported exclusively by Cannon. Their full-bodied taste, overall firmness and appetizing red and green color make them ideal meat loaf ingredients. More and more meat packers specify Cannon whole Spanish olives—they slice well, taste delicious. Come packed in handy No. 10 cans, ready to use.

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The Pureco *Chill Grinding* process uses DRY-ICE refrigeration to produce uniformly high quality ground products. There is a better retention of color and "bloom", as well as considerable dollar savings.

Temperature is pulled down quickly and held at the 32° level safe zone, re-cooling after grinding is eliminated, grinding is easier. Thus, there's a saving on labor costs, shrinkage is reduced, chill room space is saved.

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Pureco would like to demonstrate its *Chill Grinding* process to you in your plant . . . under your working conditions with no obligation on your part . . . call your Pureco man for details.



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VOLUME 142 MARCH 5, 1960 NUMBER 10

THE NATIONAL Provisioner

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Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by The National Provisioner, Inc. Yearly subscriptions: U.S., \$4.00; Canada, \$4.50; Foreign countries, \$6.00. Single copies, 30 cents. Copyright 1960 by The National Provisioner, Inc. Trade mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

THE NATIONAL PROVISIONER, MARCH 5, 1960

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deserves processing aids
worthy of the skill with
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Catalog No. 630

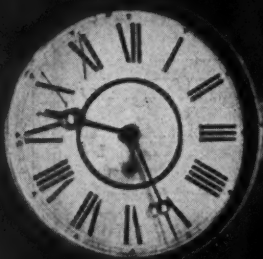


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THE EVOLUTION OF 14 CURES...

to meet your every requirement

Fifty years ago the curing standard for the meat industry was Heller's Freeze-Em Pickle process. And today, those who still produce the finest, old fashioned, country cured hams, continue to use Heller's **"Freeze-Em Pickle."**

As time marched on, the industry demanded a faster cure so as to operate with a reduced inventory. To meet this demand Heller produced its now famous **"Quick Action Pickle."** This cure contains salt, dextrose, sodium nitrite, and sodium nitrate—plus potassium nitrate (saltpetre) which makes it different from most other cures.

For those who needed a fast cure, omitting potassium nitrate, Heller formulated **"Schnell Salz"**—the same as Quick Action Pickle, except that the saltpetre was eliminated. It is a modern cure, proportioned and sized so as to fully utilize each ingredient in minimum time.

Again the meat industry wanted curing time reduced . . . to 24 hours. So Heller produced **"Ultra High Speed Cure,"** providing for the meat packer maximum color fixation in a single day.

Now with curing time reduced to 24 hours . . . Heller was asked to help improve the holding quality of color in ham and bacon. After intensive research and study, the packing industry was offered a new (patented) curing formula containing calcium lactate and lactic acid—added to a balanced blend of salt, sugar, sodium nitrite and sodium nitrate.

This new product was named Heller's **"Lactate Cure"**—the only formula to provide the quality that permits hams and bacon to cure in fastest time and retain richer red color—longer.

For the locker plant and small sausage kitchen operator that wants to avoid storing large quantities of different ingredients, or the time required to carefully weigh and mix curing compounds with salt and sugar . . . Heller developed two complete cures. Heller's **"Custom Cure,"** long famed for producing rich red, lasting color and pleasing flavor, is complete—nothing to add, weigh or mix—a cure adaptable to every type of meat product. And Heller's **"Southern Brown Sugar Cure"** which imparts the added mouth watering taste and aroma of brown



sugar—also a complete cure with nothing to add, weigh or mix.

A more recent development in bacon cures came about with the introduction of sodium cyclamate to replace sugar. Now, bacon cured with Heller's "Single Strength" and "Double Strength Cure with Sodium Cyclamate" offers these advantages: cooks to a golden brown with a clean sweet flavor, resists burning or charring, leaves pan clean, leaves cleaner fats.

Shortly after sodium cyclamate was developed for use in bacon cure, saccharin as a substitute for sugar proved to have the same advantages as those derived from sodium cyclamate with the added feature of being much more economical. As a result, Heller's "Single Strength Cure with Saccharin" was created to meet all of the requirements of a cyclamate cure . . . and at a lower cost.

For specific requirements, Heller has formulated many specialty cures: Heller's "Ascorbate Cure," particularly for corned beef, producing a genuine corned beef flavor and a beautiful cherry red color throughout, even in the surface exposed to the air; Heller's "Bacon Cure," most effective in machine pumping—and complete, with nothing to add; Heller's "DeLuxe Cure," as the name implies, a fancy cure containing monosodium glutamate for use in fancy cured meats—and for curing turkey and other poultry before smoking; Heller's

"Double Strength Cure" for low cost of curing ingredients—a balanced cure requiring only half the quantity—a reduction in cure cost up to 40%.

All Heller Cures are Microsized—an exclusive Heller process that assures complete, faster solubility—no film, suspended matter or sediment . . . and a quality guaranteed by critical laboratory controls that produce uniform, predictable results.

If you would like to improve the quality of your cured meats . . . let us suggest the cure to do the best job for you. Ask for free usable samples of these superior cures.

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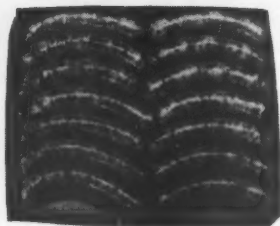


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ON PORK SAUSAGE PROFITS WITH

CUDAHY TWICE TESTED CASINGS



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FORMULA 11-2 CURAFOS provides a more stable, brighter color and makes the preparation of uniform pickles an easy task.

Caking stopped . . . **FORMULA 11-2 CURAFOS** will positively *not* cake or harden in the bottom of the mixing tank, even if it is allowed to stand before agitation is applied.

Waste is eliminated, and you get the full benefit from every ounce used. Thus uniformity is assured.

Formula 11-2 goes into solution easier and faster, too. It is stable in solution, so that there is no settling out or after precipitation in the lines or in the pickle tank. 11-2 may be used with good results with salt

of any kind—even in pickles with a finished salometer reading of 100° or over.

For full information on this improved product for all cured meats, write or phone:

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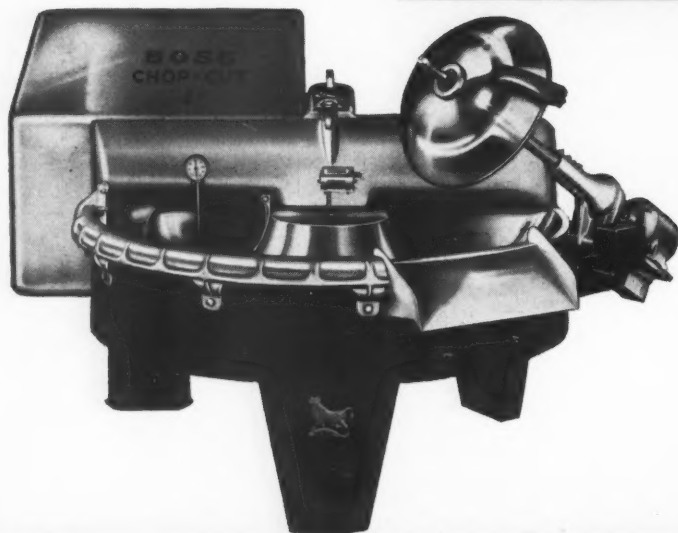
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thru new operating efficiency and expanded capacity in relation to bowl size, power consumption and time cycle. It produces the juicier, more flavorful sausage preferred by today's critical consumer. See the BOSS J CHOP-CUT in operation. Write to us for list of satisfied users in your own area. Cold facts will convince you that you can't buy better than BOSS!

—the sausage meat chopper of patented "Knife-Safe" design!

Patented design holds knife securely on shaft at any speed. Grind the nub when you sharpen knife and maintain accurate knife-bowl clearance.



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8. Patented design prevents "throwing" of knives.
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12. BOSS unloader empties bowl in 30 seconds.
13. Prompt shipment.
14. Chop-Cut machines of earlier manufacture may be converted.

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CINCINNATI 16, OHIO

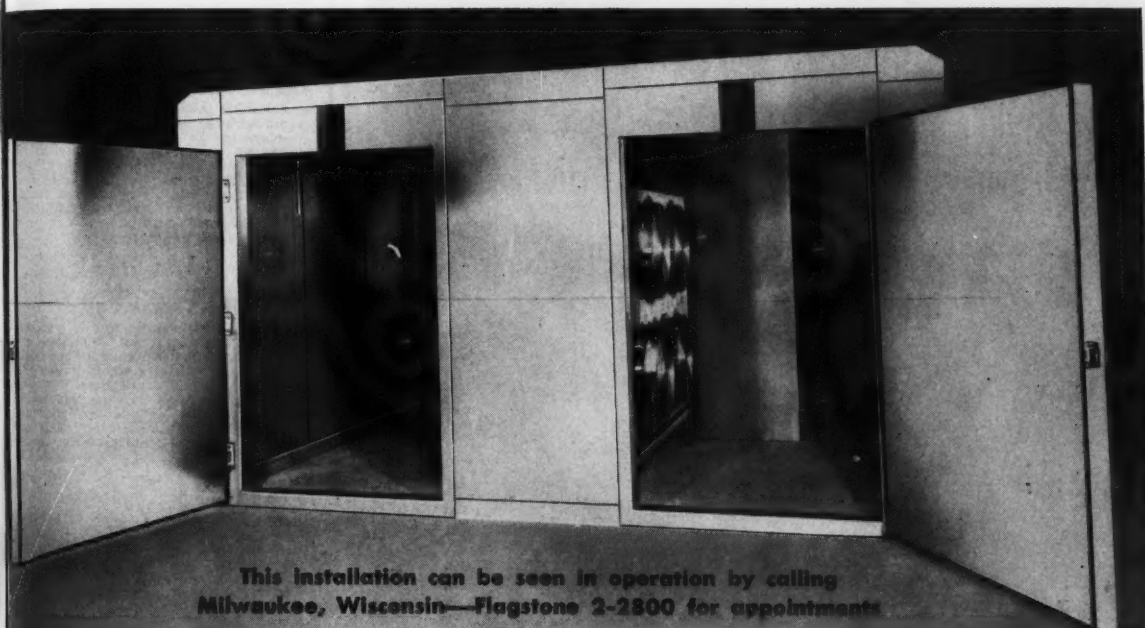


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HCP

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Minnesota Mining & Manufacturing Co.
Hartford City, Indiana

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MEAT SLAUGHTERING AND PROCESSING

Contains information helpful to small slaughterer or locker plant operator interested in killing and meat processing. Discusses: fundamentals; plant location and construction; beef slaughter and by-products; hog slaughter; inedible rendering, casing processing; lard rendering; track installations; curing; smoking and sausage manufacture.

Price\$1.

FREEZING OF PRECOOKED AND PREPARED FOODS

This 560-page volume has 24 chapters and 124 illustrations. Included are processing instructions for food technologists, quality control people, packers, home economists and restaurateurs. Book is devoted exclusively to the production, freezing, packaging and marketing of baked goods, precooked and prepared foods.

Price\$10.00

FREEZING PRESERVATION OF FOODS

Covers all frozen foods comprehensively. Includes principles of refrigeration, storage, quick freezing, packaging materials and problems; specific comment on preparation and freezing of meats, poultry, fish, other items. Complete discussion through marketing, cooking, serving, transportation. 31 chapters, 282 pictures. 1214 pages.

Price\$18.00

HIDES & SKINS

A comprehensive work on rawstock for leather, covering takedown, curing, shipping and handling of hides and skins; these subjects are discussed by experts in packinghouse hide operations, chemists, tanners, brokers and others based on lectures sponsored by National Hide Association. Jacobsen Publishing Co.

Price\$8.75

MEAT PACKING PLANT SUPERINTENDENCY

General summary of plant operations not covered in Institute books on specific subjects. Discusses plant locations, construction, maintenance, power plant, refrigeration, insurance, operation controls, personnel controls, incentive plans, time keeping, safety.

Price\$4.50

ACCOUNTING FOR A MEAT PACKING BUSINESS

Designed primarily for smaller firms which have not developed multiple departmental divisions. Discusses uses of accounting in management, cost figuring, accounting for sales.

Price\$4.50

PORK OPERATIONS

A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and by-products. Institute of Meat Packing.

Price\$4.50

American-made

and the world's best... in every way



See page J/Ma

NEVERFAIL
Pre-Seasoned
3-DAY HAM
CURING COMPOUND

American ingenuity may use chemical additives for better yield, juicier texture, reduced purge in the can. Now more than ever NEVERFAIL is needed to bring up the true ham flavor. NEVERFAIL...the spiced cure...that pre-seasons as it cures.

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in safe, fast,
automatic meat
handling . . .
proved 'on the
job' by leading
meat packers.

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Speed up meat loading operations with safe, profitable REICH'S MARK IV beef loader. Sides and quarters shoulder at floor level . . . automatically lowered to exact shoulder height. Push of the button returns chain to "up" position. No more stumbling, slipping . . . proven profitable in the world's largest packing operations.

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or Phone

HARRISON 1-6011



REICH'S MARK IV BEEF LOADER

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Kansas City, Mo.

1960



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the **FIRST** key to

AUTOMATION

...for quality sausage production



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IN THE UNITED
STATES

the unique

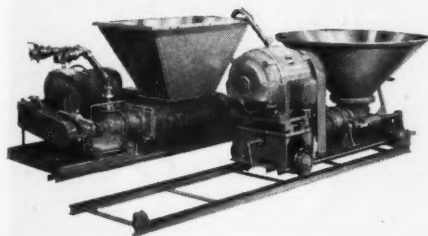
Buffalo

Emulsifier "100"

*... cuts meat in **suspension** by a
continuous process*

*... does **not** mash or destroy cell structure... is an **emulsifier**
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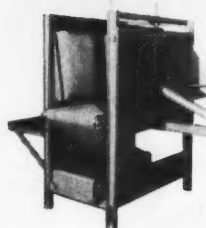
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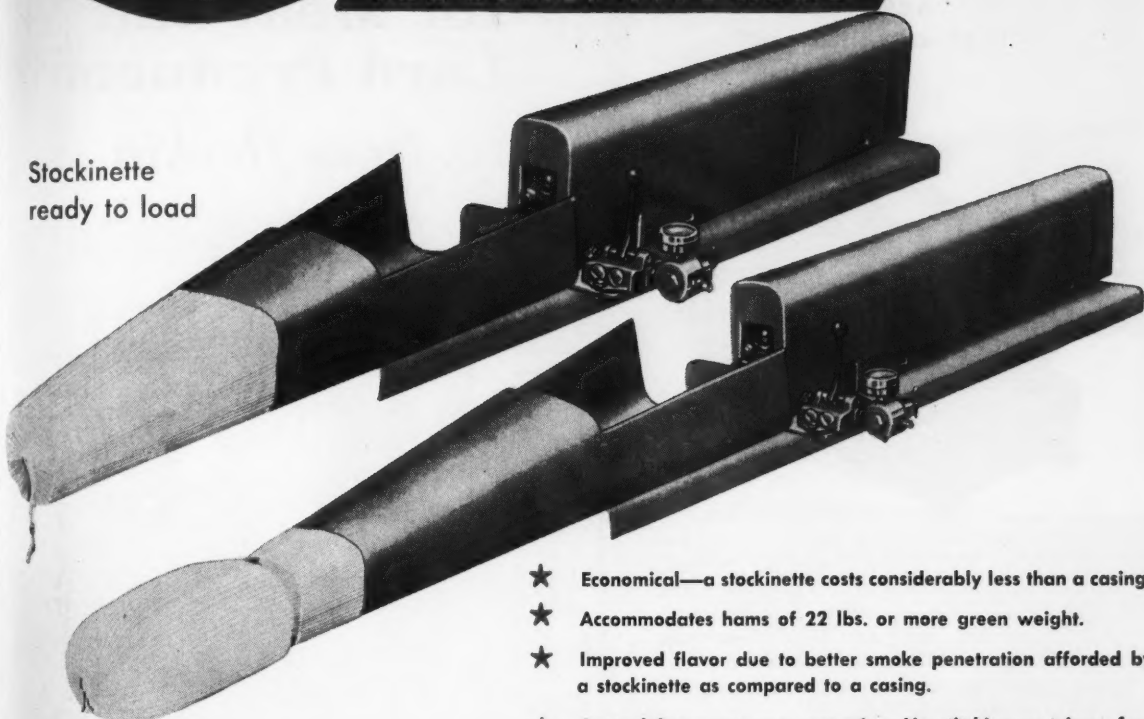
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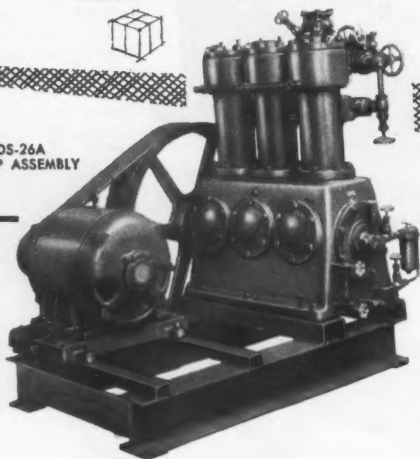
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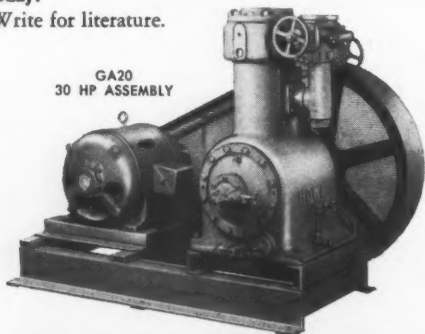


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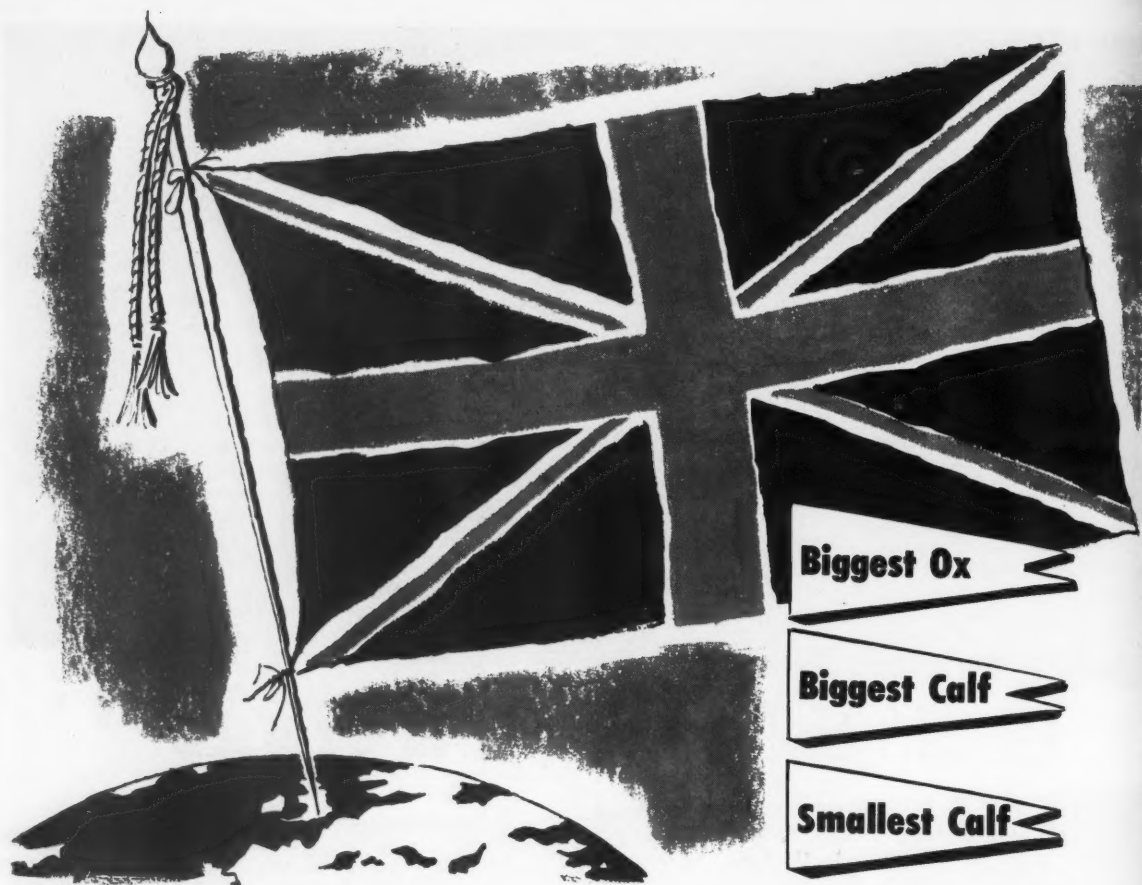
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PROVISIONER

March 5, 1960

VOLUME 142 NO. 10

Gathering Market Facts

(Reprinted from NP of June 19, 1954)

WE PROMISED last week in this column to tell something about the way in which the PROVISIONER'S DAILY MARKET AND NEWS SERVICE is produced.

The publication has its own staff of six full-time editors, as well as a number of employees who handle the production, printing and mailing. Four of the editors are men with decades of experience in the meat packing industry, and two others, who cover the live markets, by-products, fats and oils, hides, etc., have been reporting markets for many years.

Each of the editors covers a specific segment of the trade, for example, the job-lot business in fresh pork cuts, and is on the telephone almost continuously for four or five hours each day talking with Chicago and out-of-town slaughterers, large and small meat packers, sausage manufacturers, canners, wholesalers, boners, jobbers, large buyers and brokers. Some of the calls are made on the editor's initiative to reliable sources of market data, while others come in from a wide variety of sellers, buyers and brokers who believe that an accurate report on product prices and trading helps the whole meat industry.

During the day each editor painstakingly accumulates and checks information on transactions in his particular commodity field. He is not content with one-sided reports from any source, no matter how large and important, but makes every effort to confirm each trade with seller, buyer and broker. He gets the facts and specifications surrounding every transaction—weight range, grade, style of cut, selection (if any), freight terms, state of product (fresh or frozen), age and time of shipment so that he can relate these facts and the verified price to the particular basis on which the DMS publishes quotations.

Next week we will tell how the editors sift and evaluate this information and how it is used.

News and Views

Inflation, liberalized import policies and shifting world money standards have combined to make current U. S. tariffs ineffective as protection against record-shattering livestock and meat imports, the American National Cattlemen's Association asserts in an application for an investigation under the "escape clause" of the Trade Agreements Act. The application, filed this week with the U. S. Tariff Commission, points out that imports of cattle and beef soared to nearly twice normal levels during 1958 and 1959, amounting to more than a third of cow beef production and more than 8 per cent of total beef production in the U. S. Duties on imported beef were 6¢ a pound under the 1930 Tariff Act and have been cut since to 3¢, but inflation and changing world monetary values have cut that level to little more than 1¢ a pound, "insignificant as a deterrent," the petition says. The American National asks that original tariff rates be restored and quotas imposed.

An Additional year beyond March 6 was granted by the Food and Drug Administration this week for manufacturers and users of 135 paper packaging materials to comply with requirements of the Food Additives Amendment. The FDA said the extensions were based on an item-by-item determination that continued use of the materials for one year presents no undue risk to public health and that additional time is necessary for obtaining tolerances or denials of tolerances or for granting exemptions from tolerances for substances migrating from the packaging. The list, published in the *Federal Register* of March 1, includes many substances used in polyethylene packaging, a number of forms of tallow, oleic acid, mineral oil, paraffin wax and other substances that may become indirect additives to food. On the same date, the FDA published a list of 67 substances used in packaging that the agency proposes to clear as "generally recognized as safe" and another list of 28 packaging materials for which prior sanction had been granted by the FDA so no further proof of safety is required.

The Proposal by the Department of Agriculture to require payment in full for all livestock purchased by packers before the close of the next business day following purchase is being protested by the Western States Meat Packers Association. "The association strongly believes that the prompt payment proposal is an unwarranted intrusion on the part of the federal government to interfere with the rights of citizens to enter into contracts under terms suitable to themselves," explained E. Floyd Forbes, president and general manager. "We believe it is unfair for the government to order every packer to make immediate payment for livestock under circumstances where the packer himself must wait one, two or three weeks or more to be paid for meat he has sold to retailers. USDA has no jurisdiction over retailers and, of course, cannot order them to make prompt payment to packers." The proposed regulation has been endorsed by the board of directors of the National Independent Meat Packers Association as "a step in the right direction," but with the reservation that the proposal perhaps does not provide "the degree of relief required by meat packers." March 16 is the deadline for comments.

The New York State Meat Packers Association, which expressed opposition to pending state bills on meat inspection and humane slaughter because of overlapping jurisdiction, has been invited by state officials and legislators to submit its own proposal for a workable and equitable program. The association's goal is a "uniform, state-wide, state-paid inspection system under a single agency."

2,200 Meat Industry People Participate in Informative Sessions At Fourteenth Annual Meeting of WSMMPA



FACING camera (left) is Major General Hugh Mackintosh, executive director, Military Subsistence Supply Agency, breakfasting with WSMMPA president E. Floyd Forbes.



JOINT tallow, grease and hide session was earnest one.



CLOSING sausage session drew full, attentive audience.

REGIONAL solidarity of western meat packers on many questions—freight rates, grading and modification of the consent decree—was reaffirmed at the fourteenth annual meeting of the Western States Meat Packers Association, held in San Francisco on February 17 to 20, at which many speakers took an optimistic view of meat industry progress and others pointed out weaknesses which still exist.

The following officers of the association were re-elected: Glenn Taylor of Modesto Meat Co., chairman of the board; E. Floyd Forbes, president and general manager; Eugene Ranconi of Walti, Schilling & Company, secretary, and Anton Rieder, Coast Packing Co., treasurer. Vice presidents are: Douglas Allan, James Allan & Sons, San Francisco; Clark Pierce, Pierce Packing Co., Billings, Mont.; Seth N. Chauvet, Peyton Packing Co., El Paso, Tex.; Albert T. Luer, Luer Packing Co., Los Angeles, and L. Blaine Liljenquist, Washington, D. C.

Twelve directors were elected to three-year terms expiring in 1963. They are: Douglas Allan; Harold Baird, Diamond F. Meat Co., Tacoma, Wash.; Douglas Chambers, Cascade Meats, Inc., Salem, Ore.; Thores G. Johnson, Made-Rite Manufacturing Co., Sacramento; C. F. Moore, Ogden Dressed Meat Co., Ogden, Utah; Wade Parker, Pacific Meat Co., Portland, Ore.; Anton Rieder; Clark Pierce; Sam Rudnick, Kern Valley Packing Co., Bakersfield, Cal.; Don R. Wilson, Carstens Packing Co., Tacoma, Wash.; George S. Wright, Wright Packing Co., National City, Cal., and Dave Minch, Minch's Wholesale Meats, Red Bluff, Cal.

In spite of a year described by president Forbes (see page 26) as difficult and busy, secretary Ranconi reported that membership climbed to a record level of 535 firms in 1959; treasurer Rieder said that for the fourteenth straight year the association had operated at a profit and fattened its surplus.

Chairman Taylor called for a study of federal grading standards to bring them into closer conformity with consumers' views on fat and urged shorter feeding by producers. Taylor's plea for better and leaner beef was emphasized in the talk by N. L. Chaplicki, vice president in charge of meat operations for National Tea Co., who pointed out (page 52) that the retailers are finding it more difficult to sell overfat beef and that the housewife is being overcharged for a material nobody wants. David M. Pettus, director of the livestock division, USDA Agricultural Marketing Service, described how the Department is trying to work the factors of eatability and cutability into the federal grading standards (page 49).

In a second talk on progress in enforcing the P & S act, Pettus said that the number of markets posted had increased to 1,931 by January, 1960, and that posting is almost complete except in South Carolina, Florida and New York. On January 1, there were 2,660 market agencies registered under provisions of the act. In addition, registered under the act were 3,493 packer buyers and 2,795 dealers who were buying and selling livestock. Market agencies and dealer registrations on file now total 8,948, and approximately 600 additional registrations are in the process of being recorded.

Along with expanding supervision of livestock marketing, the P & S authorities also have made a great deal of progress under provisions of Title II of the act—the part pertaining to meat packers. For example, in the last 10 years the number of packers subject to the act has increased about 20 per cent. Since July, 1958, over 250 additional packers have come under the act. There are at this time more than 2,300 firms slaughtering livestock or processing meat that operate subject to

the rules of business practice set out in the Packers and Stockyards Act.

In imposing specification buying on fresh and processed meats, the chains and other mass retailers are only obeying the dictates of their consumer customers, the western packers were told by John A. Logan, president of the National Association of Food Chains (page 28). According to Logan, rapid change and intense rivalry—instead of monopoly—are characteristic of the retail food field today. He suggested that packers and retailers should get together to iron out some of their difficulties.

The by-products picture is not a happy one, but progress is being made in that area. Lloyd Needham, executive vice president of Sioux City Dressed Beef, Inc., told the conventioners (page 38) how his firm has adopted washing, fleshing, rapid curing and modern handling for its hides and, as a result, is not only lowering its costs but also finds that its hides are easier to sell. Edward W. Drew of International Shoe Co. urged packers to join in a research project with the Tanners' Council and National Hide Association to find out more about hides and how they should be cured and handled.

President Robert Fleming of the National Renderers Association described (page 36) how his group is spending \$160,000 annually on research to find new outlets for tallow, grease and protein, and new methods of processing fatty material, and \$30,000 per year in the development and expansion of markets for animal by-products. He warned, however, that much more money must be spent by renderers and packers on research.

Money is a commodity of which meat packers usually have too little. Banker Hans J. Lund, assistant vice president of American Trust Co., warned that money will be tighter during the coming year and suggested that operating funds should not be depleted by heavy capital expenditures (page 31). One way for packers to keep more of their money is to watch costs more closely, according to purveyor Urban N. Patman, president of Urban N. Patman, Inc. (page 34), and Ellis McClure of Food Management, Inc. (page 43). Both drew on their own experience to demonstrate that meat plant costs "are not always what they seem."

Pork will not lose more popularity with consumers, predicted John J. Madigan of John J. Madigan Associates, who pointed out (page 40) that producers and processors have already accomplished a great deal in improving and upgrading the product. New developments should make it more economical and profitable to turn out better processed items.

Progress is also the watchword in the sausage manufacturing field, according to Robert L. Redfearn, president of Redfern Sausage Co., Atlanta (page 66), and Robert Thompson, in charge of the field technical group for Tee-Pak, Inc. (page 76). After explaining the principles upon which his company is operating successfully, Redfearn noted that sausage processors are apparently learning the lesson of costs and prices and henceforth can pay more attention to technical progress. Advances in sausage processing are coming fast, according to Thompson, who described the use of CO₂, quick chilling, pump-stuffing, weight control and other techniques.

A positive program for reducing losses from bruised and diseased livestock was outlined (page 46) by R. Harvey Dastrup, executive director of Livestock Conservation, Inc.

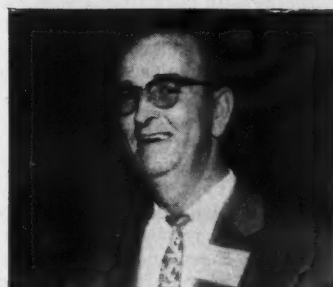
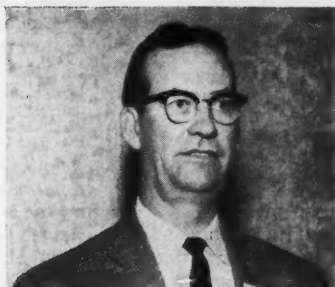
Time for installation, education and shakedown is growing shorter for those slaughterers who must comply with the new federal humane slaughter law, the WSMFA group was told (page 47) by Dr. K. F. Johnson, chief staff officer for humane slaughter, USDA Agricultural Research Service. Dr. Johnson described methods of humane immobilization and pointed out the problems in connection with their use.

Equipment for humane slaughter, continuous sausage stuffing and packaging was featured among the near-60 booths in the exhibition hall, but new developments for other packinghouse departments were also on display (see page 70).

Hospitality was extended to conventioners on a mutual basis by 45 members of the Meat Industry Supply & Equipment Association, and many other firms maintained individual headquarters for entertainment.

Innovations at the 1960 WSMFA convention included a cocktail party and reception which took the place of the annual dinner dance.

ACTIVE PARTS were played in convention affairs by (top row) Glenn Taylor, chairman of WSMFA board; A. R. Buratto, chairman of the nominating committee; Paul Blackman, presiding officer at beef boners session. In bottom row are: Leland Jacobsmuklen, chairman of beef and livestock conservation session; Thores Johnson, chairman of WSMFA sausage committee, and David Davies who presided at the pork and provisions session held on Friday afternoon.



THE NATIONAL PROVISIONER, MARCH 5, 1960



WSMPA Hopes Consent Decree Stands; Battles on For Grading, Lower Freights

President E. Floyd Forbes Reports on a Busy and Difficult Year for the Western States Association

OVER the past 13 years in which we have operated, I don't believe that we have had a more difficult and busier year with problems affecting our industry than we had this past year. We have lived up to the precept of our organization in following the directions of the board of directors to protect our industry from those things that are detrimental to the industry and to our members.

We started out the year with the hearings on the railroad freight rates that reduced the rates westbound on meats without any commensurate reduction in livestock. We have suffered a defeat in this freight rate situation. Last Friday we received the decision of the Interstate Commerce Commission in which the agency allowed not only the two reductions in the rail rates but also the reductions in the truck rates. We were amazed, in view of the testimony and evidence produced at the public hearings, to see the Interstate Commerce Commission allow truck rates to go into effect when practically no real cost figures had been adduced to show that such rates are compensatory. In its decision, which we feel was of political expediency rather than an opinion based on all of the rules and regulations under which it had established rates heretofore, the Commission has simply thrown away those rules and regulations that gave areas protection in freight rates.

Therefore, we are now back to where from Omaha to Pacific Coast points, for example, the meat rate is only 105 per cent of the live cattle rate. You certainly cannot ship an animal from Omaha to the Pacific Coast, slaughter it and produce that meat in competition with the beef produced in Omaha now. In the case of hogs, there was a reduction from 126 per cent to 105 per cent in 1957; the meat rate now is back to 118 of the livestock rate. We have to import about 85 per cent of our hog requirements to keep our packing plants running, and we cannot compete on that basis.

RELIEF PROPOSED: One of the railroads has realized the loss of traffic and has introduced a proposal to the Transcontinental Freight Bureau that would reduce the rates on fat livestock 15 per cent and on feeder livestock 10 per cent, with an increase in the minimum carload weights of 10 per cent. If this can be worked out with the railroads, it will restore the relationship on hogs back to where we can bring in the live hog and compete with pork from the Midwest. However, the proposal will not give us enough protection in connection with cattle or sheep.

Therefore, I expect that this year, together with the livestock associations, we will have to file a formal livestock rate case with the Interstate Commerce Commission to ask it for a reduction in the rates on livestock westbound, including rates on fat and feeder cattle, sheep and hogs.

We have worked for 13 years and have spent about \$60,000 of the growers' money and our money in fighting these rate cases, and we are right back where we started. So, we have to start all over again. It is going to be a

costly, hard-fought battle to restore the relationship to where we can continue to get the percentage of livestock that we must have to keep our plants running on a year-round basis in the Pacific Coast area.

Our other hope for relief, which we must pursue as vigorously as we can, is to increase hog production in these far western states to as large a percentage of our slaughter as we possibly can. I think the opportunity for that increase in hog production will have to come from those states that are surplus-producing grain states, such as Oregon, Washington, Idaho and Montana. While there will be some increased production in California, we do not have the favorable grain situation here that they have in those surplus-producing grain areas. One of our major projects this year will be to get increased hog production in those surplus grain-producing states. We have the market here; we have the climate. Certainly, we ought to be able to raise hogs. And wherever we have a market for a product, we ought to be able to produce the materials to supply that market.

LAMB GRADINGS: Another major problem was the question of suspending lamb grading. We are very glad, indeed, to see that lamb grading is going to be retained under the drastic revisions that have been made in the lamb grading standards. These new standards will furnish to hotels and restaurants the heavy, fat type of lamb in the Prime grades of which they haven't been able to get enough. The new standards also will furnish to the retail stores the leaner type of lamb, which they prefer. I believe this will increase the production of lamb in this country. I hope the Department of Agriculture will continue to utilize the services of the technical committee that helped develop these standards to see that they are carried out properly. If that is done, I believe that the new standards for lamb will prove profitable to everyone—producer, feeder, packer—and certainly will serve to furnish a more acceptable type of lamb to the consumer.

Another major problem was the packers' consent decree trial, which went on for 107 weeks in Chicago and in which a decision probably will be rendered about the middle of the summer. I am very happy to report that our attorneys, members of a firm we employed in Chicago, have been granted the right to enter an amicus curiae brief and have also been assigned a part of the time for oral argument. We think the greatest threat to the independent meat packer in the West would be modification of the packers consent decree.

DAIRY ANALOGY: Just recently here in San Francisco, five independent milk companies brought suit against five of the larger national dairy companies, a suit that will involve damages of about \$73,000,000. These independent dairies charge that they were shut out of supplying chains in this area because of financial interests that the national dairy companies had in these various chains, which determined the product which the chains bought. We don't believe that the national packers want to go into the retail business themselves. We

believe that through financial interests in chains, they will govern the buying policies of those chains. We have had some concrete examples in the Inter-Mountain country of exclusive agreements by which our people have been shut out from supplying chains, regardless of price, quality and service. That is why we believe that this packers' consent decree is a very important matter to the western independent meat packing industry.

We don't think that the packers—particularly the two giants, Swift and Armour—made a case. In the 1930 Supreme Court decision denying modification, Justice Cardozo said that the decree should not be modified unless it was shown without a shadow of a doubt that these companies could not live under the decree. Their own slaughter figures, which they submitted as evidence for themselves, showed that in 1920, when the consent decree went into effect, Swift slaughtered 15 per cent of all the commercial slaughter; Armour slaughtered 13 per cent; Wilson slaughtered 7½ per cent and Cudahy, 6½ per cent. That is all the slaughter in the country except farm slaughter. When they attempted to get modification in 1930, Armour, Swift, Wilson and Cudahy had practically the same percentage that they had in 1920.

NOT MUCH CHANGE: The amazing thing is that the figures submitted in the trial last fall show that Swift still has 15 per cent of all the commercial slaughter; Armour still has 13 per cent; Wilson has dropped about 1 per cent to about 6½ per cent of the slaughter, and Cudahy has dropped from 6½ per cent to 1½ per cent. The two giants of the industry have exactly the same power as when the consent decree was entered. They have great resources; they have the same percentage of livestock slaughter; they have the same facilities in branch houses and railroad cars. I don't believe that the Supreme Court is going to reverse its 1930 decision. We know that the case will be carried to the Supreme Court, either by the government or by the packers, whichever side loses in the District Court.

We have some other problems that are going to confront those who slaughter cattle and hogs. We are in bad trouble with one of our cattle by-products, tallow. We also are in trouble on lard although we have been able to get lard on the surplus commodity list.

USDA NOT CONVINCED: I spent two hours with the top officials of the Department of Agriculture, from Secretary Benson down, trying to get tallow on the surplus commodity list. We were told that they couldn't do anything until the price of cattle comes down. I tried to convince them that the price of tallow has no relationship to the price of cattle, but they still held onto their theory. We are going to have trouble there.

We are going to produce more hides. We are going to have to increase the use of leather in this country, and we are going to have to increase our exports. The Japanese market is so important to us in the West because it is the main outlet for our heavy hides. The time is coming when we will have to sell to the Japanese on a selected basis. These are things asked for in the report of the Japanese hide study team that spent considerable time over here last fall.

On July 1, humane slaughter laws will go into effect not only nationally but also in several states. I hope everyone is making serious preparations to comply.

We are very happy to have been of assistance in having the 8th Olympic games committee select western beef for feeding the athletes at Squaw Valley. We will have the right to use the Olympic seal in our western beef advertising for the next four months.

FOOD ADDITIVES: We probably are going to face some serious legislation with respect to food additives and other additives used in livestock feed. I hope our



MUCH of the expediting, desk and foot work for the convention was done by Norman Maffit (right) of WSMFA flanked by Elinore Flynn and Mrs. Maffit (left).

industry can avoid anything like what happened to the cranberry crop. We are represented on a national beef committee set up by the American National Cattlemen's Association, and a subcommittee is constantly working in Washington to avoid anything that might turn consumers away from meat. Many of these additives, which the Food and Drug Administration or Secretary of Health, Education and Welfare Flemming might find objectionable, do make a better product and a safer product than consumers would get without their use.

This year we can look forward to our largest supply of livestock. The 5 per cent increase in cattle, which will give us the greatest cattle herd in history, probably will mean that cattle prices will decline throughout the balance of the year, or at least beginning in late spring. We will have only 3 per cent more hogs than we had last year and 2 per cent more sheep.

On the other hand, we face increased costs of operation due to our labor contracts. We are no longer able to absorb in our business these costs which are forced upon us, and we must be prepared to pass these costs on if we expect to operate at a profit or even to be able to stay in business.

BEEF GRADING: We probably will have a series of industry meetings on beef grading standards later this year. I was able for the first time to get adopted by the American National Cattlemen's Association a resolution in which its grading committee asked that a series of meetings be held with various segments of the industry, followed by a general conference.

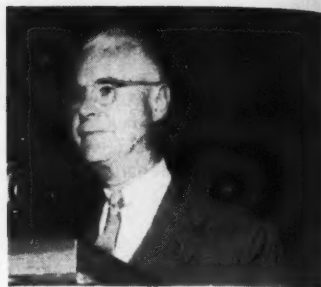
I have asked the cattlemen not to drag their feet on this because I feel that it is imperative to get the standards changed so we can supply consumers the type of meat they want.

I believe that this industry has an opportunity in 1960 to do a lot better than it did in 1959, and I hope that everyone will take advantage of it and see that they get their costs.

I have one new announcement to make with respect to supplies. This past year we have returned \$204,000 in cash from our contracts to our members. That's about \$68,000 more than it cost to operate this association in one of its most expensive years. That money went to those who utilized the supply contracts that we have for the benefit of our members. We have a new contract on Rambler cars, which I have just signed with American Motors Corp. Our members will be able to buy these cars from their hometown dealer at the dealer's exact cost—that is, what the car cost him landed at his location—plus a \$50 fee for the dealer to service the car for the buyer to drive it out.

Change and Keen Rivalry, Not Monopoly, Found in Food Retailing Business Today

Chain Spokesman John A. Logan Urges Discussion of Mutual Problems by Packers and Retailers



I WANT to talk first about some of the important changes that have taken place in food retailing in recent years and what these changes mean to you and to us. I also want to talk about some aspects of grading and merchandising of meat and to comment rather frankly on some controversial and misunderstood aspects of these subjects. A look at tomorrow's retailing is most appropriate because it implies that today's and tomorrow's meat business may not be the same as yesterday's meat business, and with this I am sure you agree.

We in the United States are exceptionally fortunate in that we accept change as a way of progress. This hasn't always been true in our country, and it certainly is not true in many countries of the world.

The spectacular progress in the food industry couldn't have occurred without the simultaneous development of a mass production system and a mass distribution system. These two systems are interlocking and they are mutually supporting. As you know so well, mass production means high volume and low cost; mass distribution means the same thing. If the people are to gain the benefits of mass production, they must have mass distribution.

The dramatic changes in the retail food field have been most evident out here, where the modern supermarket started. The changes range, of course, from electronic data processing to air-curtain doors in these magnificent mural-mirrored supermarkets. The dramatic or physical features, however, are only symbols of change, and they are relatively unimportant compared to the change in the competitive environment that has occurred in recent years.

KEEN COMPETITION: A different set of circumstances exists in retail distribution today than existed 10 years ago, even five years ago. Some of the new organizations in the retail distribution field are resulting in far broader and more intensive competition. This keen competition is important to you as processors, to us as retailers and to the public. Competition is basic to a free enterprise system, and this system has resulted in the progress that has brought to Americans by far the highest standard of living in the world. You meat packers understand the importance of freedom to enterprise, and I feel sure that you want to keep this enterprise system free.

These new elements in the retail distribution picture, known as voluntary and cooperative retail grocers, surprising as it may seem, are not always recognized or understood by some of the people in the processing field. These groups differ from the corporate food chain.

Cooperatives are individually-owned retail food stores that combine to establish and operate a common warehouse as a supply point. They use a common name and advertise jointly; many of them have headquarters assistance for accounting, merchandising, layout, equipment and supervision. Each individual owner shares in

accordance with the savings achieved through the cooperative operations.

A voluntary chain is under the supervision of a wholesale grocer. That is, he has a contract with a number of individually-owned retail stores. In accordance with the agreement, he gives services similar to the ones just described.

CHANGE AND CHAINS: The growth of the three types of chains—voluntary, cooperative and corporate—is probably the most important development in food distribution in recent years. They operate very much alike. There is also still a large number of sole operators, but they do a relatively small percentage of the total retail food store business.

Progressive Grocer says that the voluntaries and cooperatives now do about 42 per cent of the retail food store business. They have gone from 28 per cent to 42 per cent since the war. The corporate chains are credited with going from 33 to 42 per cent. They actually were doing 38 per cent of the retail food store business before the war but, in trying to conform to rationing and price control regulations, they lost business during the war. Thus, the organized retailers now are doing about 84 to 85 per cent of the total retail store food sales in the nation.

I want to make one point clear: Supermarkets didn't put the so-called "Mom-and-Pop" stores out of business. Consumers put them out of business. The consumers made the change, just as people chose automobiles in preference to the horse and buggy, or electricity in preference to candlelight. They express their preference through their patronage in these bright, clean supermarkets rather than in the small, dimly-lit, corner grocery stores. Consumers do it; nobody else.

This change in the pattern of consumer patronage is important to you because it shows clearly that consumers are able in our country to express their free choice among retail outlets; they can choose the supermarket or they can choose the little retail grocery store, which still exists. Consumers also can choose among corporate chains, independently-owned supermarkets and the voluntary cooperative system.

SIGNIFICANCE TO PACKERS: The trend, however, is unmistakable. A readjustment in your methods of selling, perhaps of your market program and, to some extent, of your pricing may be necessary for you to reach this organized system of buying and merchandising. The opportunity to go out and succeed is wide open for men with ability, with imagination, with initiative and with the determination to serve customers well, to hold and to earn the public confidence.

This freedom of choice was not always available to the public; it wasn't available to you as suppliers. The small crossroads country store of a few decades ago had a complete monopoly. The public bought the owner's very limited supply of products, at whatever price he put on them, whenever he got around to waiting on

them. The merchandising spirit was caveat emptor—let the buyer beware—because if that country store owner could fleece you, he would. He had no competition.

Thanks to this thing called free enterprise, Americans today enjoy economic democracy far more than any other country in the world. Consumers can choose where they want to spend their money among the many stores available in the smallest town to the largest city. One of my friends has opened a 7,500-sq.-ft. supermarket in a southern Georgia town of fewer than 1,000 people, most of whom occupy little broken-down frame buildings. It doesn't look like there is enough money to support anything. He expects to do, and will do, \$150,000 a week in this market. The poor colored people in that area appreciate the beautiful surroundings, the pastel walls and murals on the walls, my friend told me, and they will patronize his supermarket.

CUSTOMER FREEDOM: Consumers, then, can choose among stores and among thousands of products, brands, varieties and grades with prices clearly marked and quality and satisfaction guaranteed or money cheerfully refunded without question. The consumer takes no chance today. She can feed her family on the very best her money can buy whenever and wherever she chooses to spend her money. This is truly freedom of choice, another freedom enjoyed along with the freedom of speech and freedom to worship. This customer freedom is entirely responsible for the change in the organization and structure of food retailing. The increasing expansion of the self-service market system and the decline in the small service store have been made by the consumers. They are our boss.

Although 84 per cent of the retail food store sales are made in these three types of chains, there is no evidence that monopoly power exists despite study after study made to try to prove such a concentration of power. Dr. Herrell DeGraff, who made a study for the American National Cattlemen's Association, reported: "We found no evidence that cattle or beef prices are being distorted by retail buyers or others to the disadvantage of cattlemen." George Merritt of the University of California came up with the same conclusion in his independent study: "I find no evidence of monopoly or concentration." Merritt says monopoly in the food business is not possible with so many buyers and sellers in the market.

This conclusion about the vigorous competition in retail and wholesale meat markets is the same as that made by our association in a 1956 study on food chain meat buying practices. We do hear complaints about retailers operating their own packing plants. However, our study shows that less than 1 per cent of the meat requirements of the food chain companies reporting came from their own sources. I don't think that less than 1 per cent is anything to get excited about. If there are practices that are not right, however, we ought to correct the practices.

LEGISLATION NO ANSWER: From time to time, there also are proposals or threats to enact legislation that would separate manufacturing from retailing, or restrict this or that activity. You and I know that this country is great because of free enterprise, because of the opportunity that every man has to succeed or fail on his own initiative. Umbrella legislation desired by a few is not the American way. It can stifle progress. If the practices are wrong, let's clean them up by voluntary and cooperative action. Let's not have practices that are destructive to any element in our industrial society today.

Those of you who have had experience with OPA, OPS, and other wartime controls will recognize that

government regulations that keep you from operating your business in the sound, solid, competitive American way do more harm than good. They can hurt you more than they can help you in the long run. Let's get at the bad practices. Let's clean them up by working together to accomplish it.

We hear also something about the buying practices of supermarket and chain buyers. Supermarket operators base their selections on what their customers want. Self-service has put the responsibility on the consumer to decide the kind of meat that retailers order from meat packers. The self-service counter is a real live laboratory for testing consumer preference. The retailer watches what he sells and what he doesn't sell. This is his guide. The customer is the boss, his boss and yours. She tells the retailer by her choice what kinds of meat to buy. At the self-service counter, the consumer makes this choice without interference. There is no one there to push your competitors' products. She chooses the product, and if she likes it, she comes back for more. If she doesn't like it, she goes some place else. The retailer who ignores the consumer's choice is not going to stay in business long these days.

BRANDS V. GRADES: This brings me to a very brief discussion of the present-day beef and lamb grading methods and the choice between packer brands and USDA grades as a method for buying the merchandise. The National Association of Food Chains, as such, has no policy for or against USDA grades, or for or against packer brands, or for or against any manufacturer's or processor's brand or method of buying and selling merchandise. We use both of these systems, and our surveys indicate the extent to which they're used. The existence of two or more competing systems of buying and selling, we think, is of great importance to you as packers, as it is to us as retailers and to the consumers.

Alternative buyers and alternative sources of production are important characteristics of a competitive market. We made a study, however, to determine the practices and preferences of our members. The 82 companies reporting in the beef study operate more than 9,000 supermarkets, located in nearly every community in the U.S. We found that 80 per cent of the companies are using USDA grades to advertise and sell beef. The other 20 per cent are using their own brands, packer brands or a combination of the methods. Eighty-two per cent of the companies are using USDA grades as a basis for buying beef.

The lamb study covered 68 companies. Of these, 62 per cent used government grades to sell lamb, and 71 per cent buy lamb on the basis of USDA grades.

Of the companies reporting the use of USDA grades as the basis for buying beef, about half—48 per cent—are using more than one grade as a regular day-to-day practice. There was some criticism of the chains for handling low-grade beef a few years ago. The chains graded up to Choice and found that it had very good consumer acceptance—so good, in fact, that they were hesitant to go back to Good or the lower grades. But many companies have had success with two grades.

CONSUMER PREVAILS: Consumers are telling us, however, what they want. They say they want tender, flavorful beef, not wastey, not over-fat. There is very definite preference for leaner beef, as there is for leaner pork and less fat lamb.

The intense competition in retail food distribution certainly focuses attention on gaining and holding consumer patronage. Every wide-awake food retailer wants to satisfy his customer, and he wants to bring her back and back and back again. To do this, he has to have products of uniform quality, products on which

he can depend and upon which his customer can depend.

The food chains have inaugurated a policy of satisfaction guaranteed or money back. This builds customer confidence and helps to bring her back. The practice is universal now among distributors; the customer expects a money-back guarantee. The food retailer even guarantees consumer satisfaction with each cut of meat. If the consumer isn't satisfied, she gets her money back even after the meat is eaten.

SPECIFICATION BUYING: Nobody finds any consumer abuse of that guarantee and it does help to sell more meat because the customer buys with confidence. We all know that there can be a difference between the tenderness, the appearance, the trim and finally the taste of meat products. Since the consumer demands uniform quality, the only way the retailer can assure consumer satisfaction is to set up standards for these meat products—that is, to do specification buying.

I don't see why a retailer should be criticized for specification buying when he is forced to do it by his customers. That is how he wins their confidence so they will come back and buy more meat.

The repeat customer is very important, too, because of the retailer's rising investment in the supermarket. The cost of building, equipping and stocking a supermarket today, including the capitalized value of the lease, can run into \$1,500,000. That's a far cry from the little retail store that used to have \$10,000 or \$15,000 invested in it, with no lease, so it could move any time to another location. Now, retailers are tied for 20 years to a location, and they want people to come back to that location continually.

A premium, therefore, is placed on individuality and personality in every market. Distinctive beef almost always offers the best way for the retailer to get that individuality. More and more retailers are building customer confidence around the meat department. The retailer tries to have dependable quality and variety in the meat department to attract and hold customers.

That is just what you do to get your customer to stay with you. You try to give your retailers what they want so they will come back to you.

NO KICK COMING: If the retailer finds it necessary or desirable to buy and sell on government grades to insure giving his customers the kind of meat they want, I am sure you will agree that he should not be criticized for it. He ought to be praised for it by you people who supply him the kind of meat he wants. Some retailers can get dependable uniform quality by using packer brands; some of them prefer to use USDA grades.

Here is another factor. If a retailer builds his business entirely around a brand and his competitor cuts the price of that brand, that lower price must be met. A package of Kellogg's corn flakes isn't worth any more in my store than it is in yours.

That building of repeat business is what distinguishes a merchant from a distributor. You want merchants to sell your products, people who will merchandise the products and sell more meat, not just distributors, because you profit by that repeat business.

DUAL OBLIGATIONS: We both have obligations. You are aware of your obligations with regard to quality and uniformity. Our obligation to consumers is to give them that uniform quality in a clean and sanitary package and in the atmosphere they want so they will come back. We have no other choice under the self-service system.

Nowhere else in the world will you find meat of the quality, the cuts and package like that presented to the customer in the U.S. Where we have opened supermarkets in other countries, people are amazed at the

quality and especially at the self-service meat counters. When they see the wrapped and refrigerated meat, they can't believe it is native meat.

Another obligation we retailers and packers have is continuous promotion of our product to the public. Many of you are doing a very good job in that respect. We food retailers are trying to do a good job advertising and promoting meat 52 weeks of the year.

Another obligation is to offer the people new products, to develop acceptance of the products, and that's what we are going to do. In many areas lamb patties—lamb-burgers—are catching on. Hamburger is a very big item, as you know. These items enable the retailer to utilize some of the lower grades and cuts that otherwise are not too acceptable to the consumer.

Certainly another obligation that we both have is to reduce the cost of retailing meat, consistent with the type of service that our customers want. This is a continuous effort. All types of food distributors are continually trying to increase the productivity in the meat department. We in the NAFC have a clearing house for new ideas for our members. We conduct meat clinics in which the meat merchandisers get together and exchange ideas on productivity, sales and customer service to help in merchandising your product.

PROFIT IS MUST: We all also have an obligation to make a profit and to help the other man make a profit to stay in business. If we don't, we can't improve our services to help the consumer. Since 1933, we have been under attack because of the profit system. We don't show the public the necessity for a profit system and what it means to them. We have an obligation to tell the public more about the absolute necessity for business to make a profit. Profit is an honorable thing, not something for which we should be subject to criticism. If we are to maintain the free enterprise system, stay in business and do a better job of serving more people, we have this obligation.

We have an obligation, of course, to help producers overcome the critical marketing situations, to help farmers find new and more efficient ways to promote their products to consumers. I think together we do a very good job of working with them. We set up about 24 years ago a farmer retail marketing program to help producers move their seasonal abundant supplies into market. Our first meat campaign in 1936 increased beef sales about 35 per cent in August; they thought we couldn't sell beef in August. The government didn't buy an animal during that period. We have had more than 300 of those campaigns and promotions since that time for almost every good product, including a great many promotions of beef, lamb and pork.

PACKER-RETAILER COMMITTEE: Working together more with retailers also is important to you. We have worked for many years with grocery manufacturers through their merchandising committee and our manufacturer-distributor committee to try to find out how we can improve our methods of doing business and make a better profit by joint discussion of our mutual problems. I think a committee of meat packers will be set up fairly soon. I hope that you will have representation on it and will be very frank in speaking out on those policies and practices that you feel ought to be improved. When you get to know a man, when you work closely with him, you find he's not such a bad fellow. You find that his interests are your interests and that your interests are mutual.

This is just a sample of the cooperation within our industry, which is America's pace-setting industry, and we should work together more and more to bring our two groups into closer contact.



Money Supply is Working Harder, But Is Still Too Small to Satisfy All Demand

Hans Lund of American Trust Co. Tells Packers to Guard Working Funds and Watch Capital Spending

MY TOPIC is tight money as it affects meat packers. To generalize, tight money is only one facet of inflation. Most of us are conscious that we have been in a general inflationary period, at least since World War II, with only three relatively minor dips or recessions. All of us have heard a great deal about the declining value of the dollar and how its purchasing power has dropped from 100¢ to 47¢, that we should invest our funds in land and growth securities rather than in savings, and so on. Most of us are deeply concerned about the effects of inflation.

Since the recession of 1958, much of the discussion by economists, governmental authorities, labor leaders and businessmen has concerned the rate of growth of our national economy and whether we should have inflation of a creeping type to sustain a 3, 4 or 5 per cent rate of growth. Most economic indicators, such as gross national product, industrial output, and others, have reflected that we are presently in a period of increasing overall economic activity and prices. Practically all forecasts for 1960, at least for the first three quarters, predict higher levels of business activity for our economy.

It is in times of accelerating activity that inflationary pressures mount. In addition to business and investment decisions made by individuals and businessmen that have been inflationary in nature, our local, state, and national governments have added fuel to the inflationary process by deficit financing. It is encouraging to realize that during the current fiscal year, the U. S. government will have a slight budgetary surplus estimated at \$200,000,000, and that President Eisenhower's budget projects a \$4,000,000,000 surplus for the coming fiscal year. A budgetary surplus helps to restrain inflationary tendencies.

Another factor of great significance is our position in world markets, both financial and trade. Following World War II, the United States became banker for the rest of the world and through loans and outright gifts endeavored to rebuild the economies of the other nations of the free world. The economic recovery of Japan and the nations of Western Europe has enabled them to offer industries in our country real competition. Americans are becoming uncomfortably aware of a deficit in our international capital flow account estimated at some \$4,000,000,000 for 1959. Imports of goods in trade, plus payments and loans to other nations for military and for economic aid, have exceeded our exports and repayment of loans, etc. This has resulted in a large loss in gold holdings in the United States to meet a portion of this country's deficit in international payments.

STRONGER: The economic recovery, principally of West Germany, France, and the low countries, has been amazing and many of their goods now compete quite favorably with ours in the world market and even in the United States. Because there has been a

decided improvement, many of the restrictions on the convertibility of their currencies and exchange and even some of their import restrictions were eliminated during 1959 in the principal industrial nations of Western Europe. The increased ability of the nations of the free world to compete in world markets is reflected in the livestock and meat industries. I am sure that all segments of the livestock and meat industries have been aware, and are alarmed, at the sizable increase in the volume of meat imported from New Zealand and Australia, and some have suggested that our government enact tariffs and other import restrictions to counteract the cost and price differentials between foreign and domestic meat products.

This improvement in the economies of principal trading nations has brought world-wide competition for capital. Easy money policies would most certainly lead to a boom and bust. Fortunately, there has been pretty general agreement among the financial nations that strong controls must be maintained upon the expansion of the money supply. The U. S. Treasury and the Federal Reserve Board understand these principles and are in the process of applying them within the limits permitted by the laws passed by Congress. Experience shows that monetary restraint alone cannot assure complete price stability, but failure to maintain controls on the money supply is a sure path to inflation. The current monetary policies of the Federal Reserve Board have restrained the expansion of money supply in our commercial banking system. The inevitable result of this restraint has been a strong upward pressure on interest rates.

Prodded by higher interest rates, the economy has made the existing money supply work harder. According to the January-February, 1960 issue of the bi-monthly review "Business in Brief," published by the Chase Manhattan Bank, the ratio of gross national product to the money supply—one measure of trends in turnover or velocity of money—stood at a postwar peak and was up almost 4 per cent in one year. It appears that the present policies of the Federal Reserve Board will continue since to abandon controls of the money supply in an effort to head off increases in interest rates would mean that it has repudiated its responsibility for fostering a financial climate of balanced growth with stable prices.

SCRATCHING: The strong demand for loans has also been apparent in financial institutions other than commercial banks, such as insurance companies, finance companies, savings and loan associations, and the various quasi-governmental or governmental agencies engaged in lending funds, such as the Federal Land Bank and Production Credit Associations. These institutions have been competing vigorously for investment and/or savings funds, and we have witnessed increases in yields on bonds and debentures, with corresponding increases in interest rates on real estate loans, as well

as other short and long-term loans. Most of you are undoubtedly aware that the Production Credit Associations are currently charging from 7 per cent to 7½ per cent on current seasonal livestock loans, an increase of 1 to 1½ per cent in the past 18 months.

Business loans of commercial banks have risen at almost a record rate during the past 18 months. For example, at the end of November, 1959, loans of New York City banks were 64 per cent of deposits, the highest percentage in 28 years, or since 1931, and up from 34 per cent of deposits a year earlier. The demands of bank customers for credit have exceeded the rise in deposits, and so in order to accommodate the needs of their customers, banks have found it necessary to sell sizable quantities of their holdings of government securities, often at substantial losses.

Interest rates on bank loans have risen, but I have tried to show that this is a result of competition for loan and investment funds which is world-wide. Actually banks are merchants of credit at going prices, just as you are merchants of meat products at going prices. With monetary controls very properly exercising restraint over the too rapid growth of the money supply, the upward trend of interest rates has been an essential element in an orderly and non-inflationary financing of a rapid business expansion. It is also interesting to note that the present level of interest rates has not lessened appreciably the demand for loans

established business activity. It would also seem that interest rates will not decline until total business activity declines, and none of us really desires a large decrease in business activity.

Most independent businessmen are motivated by the necessity to make a profit. Meat packing is a basic industry of high volume, rapid turnover of receivables and inventory, and a sizable investment in equipment and plant, with one of the lowest net profit ratios in relation to sales of any modern industry, including food retailing. Much of the progress in meat packing to offset increasing costs, such as labor and transportation, in recent years has been made through increasing efficiency by modernization of plant and equipment. Low profit margins mean that an increase in any cost, direct or overhead in nature, is of utmost concern. While interest is not a major cost item to a meat packer, an increase in interest rates would have some effect upon net profit. Probably of greater impact to meat packers, however, is the non-availability of all the credit desired and the fact that bankers are placing more emphasis on maintenance of increased deposit balances. This has created a problem for some members of your industry.

BELLY PLAY: It probably does not diminish your concern to say that other industries are facing the same problems. It would seem appropriate in a period of tight money for each firm to conserve carefully,



NEW MACHINERY for sausage production and devices used in humane slaughter of livestock were plentiful in the exhibition of packinghouse equipment and supplies at the WSMFA annual get-together.

during the depression, World War II and immediate post-World War II years, nor is it high in relation to prevailing rates of other leading industrial countries of Western Europe.

HIGHER: Lenders have been faced with a shortage of loanable funds, and efforts to increase this supply have raised interest rates. However, the increase in interest rates has not lessened appreciably the demand for loans, although borrowers have become decidedly aware of the situation and the increasing cost to them. It would seem that as money becomes more costly and turnover of the money supply rises, there will be a decrease in the rate of spending for expanding business activity.

Commercial banks, in view of the shortage of loanable funds, have been forced to ration credit, a difficult and thankless task, even if it is desirable from a standpoint of monetary control. Accordingly, applicants judged to be weak from a credit standpoint have had their loan applications declined. Loans considered to be of a speculative nature have also been declined in most instances, and long-term loans for expansion in new areas, or for increased capacity of plants, etc., have been discouraged. To generalize broadly, I think we can say commercial bankers desire to meet all reasonable requests of their established customers for normal and

and, if possible, to improve its working capital position. Therefore, spending plans principally for fixed assets should be reviewed and possibly the least urgent should be deferred or discarded for the present, so that the existing cash position will not be diverted into assets of a long-term nature, unless long-term financing can be arranged at rates and on an amortized repayment schedule which are considered appropriate to your organization.

Some businesses could consider alternatives other than direct borrowing for additions or expansion in plant and equipment. Sale and leaseback of plants and buildings has been a common occurrence for many firms. Another method of obtaining equipment, particularly automotive equipment, without requiring cash for down payments, is through leasing. As a general rule, the higher your income tax bracket and the more conservative your established depreciation rates for income taxes, the more working capital will be freed by long-term leasing. Leasing rarely costs less than owning equipment, but a firm that has a sound business can lease equipment and use the resultant working capital freed for other purposes that are more profitable. The decision regarding leasing rather than purchasing varies for each firm, and depends on tax con-

siderations as well as on working capital requirements.

Another principal asset of meat packers is accounts receivable. In a tight money situation, many businesses endeavor to shorten terms to their customers, so that with the same volume their investment in receivables is decreased. As general terms in the meat industry are seven days net, it is doubtful whether terms can be shortened appreciably. As discounts are not granted, a few of your customers may have a tendency to be slow in meeting your bills, using their available cash to take discounts on other purchases. Even the U. S. government, with its specific detailed procedures for receiving and payment, has been known to have been slow on occasion. Close followup of accounts receivable, with possible elimination of those who are chronically slow in paying, is a particularly significant procedure during a period characterized by high interest rates and shortage of cash funds.

INVENTORY: Another major asset of a meat packer, which is current in nature, is inventory, principally livestock and dressed meat. Terms of purchases of livestock have always been cash on the barrelhead. There has been no noticeable tendency for the livestock producer to change the historical terms of sale, except for an occasional consignment, a practice that is often loudly deplored by both producer and packer. In fact,

Investment in cattle in feedlots, particularly on a temporary basis, results in taking a position on future cattle prices from 100 to 180 days from the start of concentrated feeding. There is no way of hedging the cost of supply on any commodity market. Such an investment in cattle in feedlots requires substantial amounts of cash capital, with chances of considerable profits or losses. Current statistics of cattle numbers, including those on cattle in feedlots, indicate that numbers are at an all-time high. A real shortage of fat cattle, other than for brief periods, does not seem imminent. Accordingly, if cattlemen and feeders will provide an adequate supply of fat cattle, many packers may decide that there is no real necessity for maintaining a sizable investment at the present time.

Most predictions, including those of governmental agencies, indicate that cattle prices will remain at present levels, except for seasonal variations, until this fall, when some decline could occur. However, probable future livestock prices are most difficult to forecast and must be subject to speculation. As a result of increased competition of meat imports, the trend of livestock prices has become of great importance to both the livestock and meat industries, so that the meat products of our domestic industry will be competitive in price with those of imports. Any increase or de-

MARKETING AGENCIES session

provided an attentive audience for David Pettus, director of the livestock division, Agricultural Marketing Service, and many of the listeners had questions to ask about the proposed regulation on prompt livestock payment.



following amendments of the Packers and Stockyards Act during the past year, the U. S. Department of Agriculture is required by law to police more closely payment procedures of livestock auction and terminal markets, as well as requiring bonds to be posted by livestock traders.

Dressed meat inventory, by necessity, moves rapidly. I have heard of no practical suggestion as to how to reduce average investment in inventories in view of their rapid turnover. Some meat packers have at times owned cattle in feedlots, either to assure themselves of a constant source of fat cattle, or to protect themselves against increasing prices in the future. Owning cattle during the period of fattening in feedlots has always been considered somewhat hazardous, with either good profits or losses possible. Once cattle are fat, further feeding is rarely justified since the value of the additional gain in weight is far less than the cost of feeding and, within certain limits, they must be sold regardless of market price. Fat cattle prices generally have been volatile, and difficult to predict. However, we feel there has been an improvement during the past year or so in the statistics and data regarding cattle on feed and the length of time these cattle have been fed. Certainly all packers would welcome accurate and reliable information on the available supply of livestock.

crease in the general level of prices could increase or reduce the numbers of dollars required for a meat packer to carry inventory and accounts receivable. If, for example, fat cattle prices should decline by 20 per cent, it would require considerably fewer dollars to maintain the same rate of kill. If a plant kills 500 head of cattle per week, with an average weight of 1,000 pounds per head at 25¢ per pound, the weekly cost of livestock is \$125,000. A decline of 20 per cent, or 5¢ per pound, in fat cattle prices would reduce the weekly cost of livestock to \$100,000. Realistically, it would seem that further inflation in the United States could have a real impact on the financial position of livestock producers and meat packers, both individually and collectively.

In summary, stability of prices and steady economic growth are of major importance to the livestock and meat industries. It appears that tight money, as a result of business expansion and our monetary controls, may continue during 1960. All of us are hopeful that current monetary policy will provide us with such increase in the money supply as is required for real economic growth, and prevent the excesses of runaway inflation, or the insidious elevation of prices which, like a parasite, stealthily eats away the purchasing power of our American dollar.

Purveyor's Experience Shows Why Packers And Processors Should Know Their Costs

Purveyor Urban Patman Emphasizes that Applying
General Gross is No Stopgap for Specific Costs

PACKERS are vitally interested in many of the processes practiced by operators who cater to purveyors of meals. Some of you own hotel supply houses as subsidiaries; some fabricate loin and others cuts and sell to hotel supply houses to enlarge the periphery of your distribution. This is done to stabilize your revenue, to make a better return on your effort and investment and to make your business less speculative.

In the last 15 years, through economic pressure and sheer necessity, a new element has come into the distribution field. These firms are classified as wholesalers, meat breakers or boners and they are now developing into fabricators. These companies constitute a supply source for chains and to hotel supply houses. Whether they came into being because packers were too cumbersome or unwieldy in their organization, or were not resilient enough to adjust to the chain store age requirement for primal cuts instead of straight cattle, is a debatable question which can be argued at a later period.

The hotel supply houses have hundreds of competitors, but many of them are small in size. Originally, the supplier of meats to restaurants was the corner butcher shop. Before refrigeration, reefer cars, trucks, Church containers and air freight, serving restaurants was strictly a neighborhood business and was very small in scope. Cost analysis was a phrase from outer space. Today, larger operations are taking shape as the means of transportation are improved and companies are taking advantage of these opportunities and enlarging their sales horizons. As illustration, Pfaelzer Brothers sells in 48 states and many firms in New York sell in Florida and other areas.

Leading San Francisco firms sell in the Sacramento Valley and Reno and go as far south as Paso Robles.

Regardless of size, however, our business is changing and we must adjust. We are forced to adopt new methods of fabrication and processing to meet the requirements of this packaging age. Size-control and self-service have revolutionized marketing methods by the chain stores. New methods have led to fantastic increases in the volume done by individual public markets. Aggressive chains have achieved unit averages of \$2,000,000 yearly. Meat departments through efficiency have cut gross markups from 33 per cent to a national average of 22 per cent. This has been a boon to the consumer for today, in spite of high costs, one hour of work buys more meat than one hour of work during the depth of the depression in 1932.

EVER HIGHER: One factor above all else is causing many changes on the national scene and in our industry and that is the cost of labor. In 1940 a butcher worked for \$1 an hour and without many fringes. Today, in Southern California, a butcher gets \$123 a week, or \$3.08 an hour plus 74¢ to embrace all fringes. This is an increase of 272 per cent over 1940. Labor is also

forcing restaurants and hotels to adopt portion control in order to avoid spiraling costs.

The manufacture of portion control items by hotel supply houses, and the constant increase in the use of our manpower to cut these portions, has increased the number of butchers required to operate our business. Moreover, we have increased use of packaging materials in converting from buy and sell to buy, fabricate, package and sell. As a result, methods of figuring costs and selling prices of yesteryear are becoming outmoded.

It has been customary to shoot at a certain gross. From year to year we would estimate what our gross of sales should be and then establish prices to reach that gross. It used to be 12 per cent, then 14 per cent, and now is 18 per cent. The practice of selling at so many cents over material cost per cwt. is becoming obsolete also.

The time has come to operate like a manufacturing plant and fully understand the cost of each product processed through the plant. Sausage kitchens throughout the land have embraced the theory of the cost of product. In sausage kitchens national averages indicate a basic material cost of 60 per cent of selling price. However, certain commodities, such as bologna and minced ham, can be manufactured for less and require less markup. Bologna rings in Cryovac do have a low material cost, but due to hand labor needed to stuff the bags the item requires a markup of 200 per cent over raw material.

Thus, general application of an overall gross is inadmissible for good marketing since certain products can be sold for far less and others require greater markup to return a profit.

I would like to highlight some basic processes that must be used to arrive at product control.

LABOR COSTS: It is becoming increasingly important to know our actual labor costs in manufacturing or processing each product through our plants. These actual labor costs per item can be calculated accurately through the use of labor standards, standard labor costs, and labor cost variances. Labor standards are established by time-study method for each operation to determine the normal amount of time necessary to produce 100 lbs. For example: In portion cutting 12-oz. steaks from choice N.Y. strips, a time study made in our plant showed 1 man-hour was needed for 100 lbs., including the normal allowances of 23 per cent for setup, cleanup, relief periods, fatigue, and unavoidable delays. This would mean a standard labor cost of \$3.82 per 100 lbs. since our plant's labor rate is \$3.82 per hour, including fringe benefits. However, in actual practice our costs may be inflated because of other factors within the department, such as overtime premium pay, supervision and mechanical breakdown of equipment. These costs are above the standard labor cost for the operation.

By having labor standards for all operations, we are

able to calculate the man-hours required in each department each week to manufacture the total tonnage produced. For example, it might be calculated that a department producing 40,000 lbs. of a certain product mix would require 400 man-hours. Using the base rate of \$3.82 per hour, this would mean that the payroll for this department would be \$1,528 if the department worked at an efficient pace with no overtime premium pay or mechanical breakdowns. We should have paid \$1,528 for these 40,000 lbs. of production. However, if the departmental payroll amounts to \$1,680.80, we have a 10 per cent labor variance from our standard cost and this percentage must be incorporated in our costs to give us our actual labor expense. Going back to the cutting of 12-oz. steaks from Choice N. Y. strips, I told you our standard cost of producing 100 lbs. was \$3.82. If we apply the 10 per cent labor variance it would become \$.38 per cwt. more.

First, we must know the reasons for the labor variance costs from standard so they can be eliminated if possible. Second, we must apply these labor variance costs to be able to calculate accurate labor costs of production. Any costs above those we should be paying for an operation must of necessity come from the profits of the company.

OVERHEAD: Manufacturing overhead includes such expenses as rent, taxes, power, heat, refrigeration, depreciation on building and equipment, etc. These expenses must be applied to products to reflect the use of plant facilities in their manufacture. Since labor standards are expressed in man-hours per 100 lbs., it is reasonable to apply manufacturing expenses to product costs by standard hours since these hours represent the time necessary to produce efficiently each 100 lbs. of product. Going back to the fresh meat department where we had 400 man-hours for 40,000 lbs. of production, if the manufacturing overhead to be absorbed is \$1,600 per week, the burden rate would be \$1,600 divided by 400 man-hours, or \$4 per standard hour. This would mean that cutting 12-oz. steaks requiring 1 man-hour per 100 lbs. would carry another \$4 per cwt. for manufacturing overhead.

The basic costs incurred in a hotel supply house are as follows:

1) Material; 2) Labor; 3) Overhead; 4) Supplies and packaging, and 5) Ship, sell and deliver. These costs must be applied to every item through the plant.

TRANSFERS: In order to cost control every item we established a transfer system from the heart of our business, the fabrication room. Here all meat is cut with the exception of outside purchases of finished commodities such as frozen spare ribs, cured hams, etc. From the fabrication room we transfer by weight to the curing, ground beef, portion control and Cryovac department. We also have other departments as cost centers but they are not in our hotel supply division.

In handling ground beef we have discovered a great divergence in costs for making hamburger patties of different sizes: Over material cost, 3/1 patties cost \$12.36 per cwt.; 4/1 patties cost \$13.04 per cwt.; 5/1 patties cost \$13.96 per cwt.; 6/1 patties cost \$14.74 per cwt.; 8/1 patties cost \$16.33 per cwt., and 13/1 patties cost \$20.39 per cwt.

We now demand more money for 13/1 patties over 4/1 patties—exactly 7¢ a pound more.

The portion control department has two divisions. One produces frozen, tenderized steaks and the other produces choice cuts and does miscellaneous cutting of pork loins, loin steaks and lamb chops. Here we also discovered several startling bits of information.

In addition to material expense, 3-oz., rib-eye steaks,

tenderized, cost \$28.59 per cwt.; 4-oz., \$23.71 per cwt.; 5-oz., \$21.09 per cwt.; 7-oz., \$20.70 per cwt.; 8-oz., \$17.97 per cwt.; 9-oz., \$17.16 per cwt., and 10-oz., \$16.76 per cwt.

A bacon-wrapped 8-oz. rib eye steak costs \$28.27 per cut, or over 10¢ a pound more than a plain 8-oz. steak.

In addition to material expense, 8-oz. top sirloin steaks, tenderized, cost \$18.64 per cwt., and 14-oz. steaks cost \$14.65 per cwt.; 8-oz. N.Y. steaks, tenderized, cost \$19.52 per cwt., and 14-oz. N.Y. steaks, tenderized, cost \$15.11.

In the fancy steak department, where Choice foil-wrapped and frozen steaks are prepared, we have found that in addition to material expense, our costs are: 7-oz. N.Y. steaks, foil, \$36.48 per cwt.; 8-oz., foil, \$34.22; 9-oz., foil, \$32.59; 12-oz., foil, \$29.20, and 14-oz. fancy steaks, foil, \$27.65.

Definite costs per cwt. against specific products help set realistic selling prices.

Cost analysis of product was fundamental in converting our ageing room into a Cryovac-type operation. We have a Cryovac line with four people for lowest labor cost. Every Choice hindquarter is fabricated and every Choice loin is broken down and Cryovaced instantly. Our Cryovac line—bagging, labor, overhead, etc.—cost about 5¢ a lb. per product. Every pound of meat fabricated from a hindquarter, with the exception of fat, bones and trimmings, is tabulated before entry into our ageing room. Thus we have a control on every pound of meat and we have reasonable assurance that our cost of product will not shrink us out of sight. Sales analysis for this room has become very simple for we now compare products sold from the ageing room against entry.

We constantly are on the alert for labor saving devices in areas where we feel the costs are too high. For example, we are experimenting with patty-making devices to enable us to average 200 lbs. of patties per minute on a gravity flow basis. When this type of machine is perfected we feel we can cut from 3¢ to 5¢ a lb. in patty production expense.

We always are trying to find mechanical means of reducing costs so that it will be economical for the customer to buy from us, rather than to produce the products himself.

Another area that must be watched carefully is the correct transfer of departmental weights. You should have a daily check through inventory control of product transferred and product produced, and you should insist on correct balancing daily.

Establishment of time standards and crew balances and the presence of an engineer in your organization who is trained in time and motion study gives you a feeling of strength since you have no wasted labor expenditures. This engineer's function must be one of constant watchfulness and adjustment to problems as they occur. His mind must be attuned to greater efficiency at all times to expedite the flow of product from plant to customer.

Perusal of your cost sheets should furnish complete information to give you powerful control over your own business. At all times you should possess a strong and dynamic office manager to follow through and see that information is current and accurate. He must be qualified in cost accounting and job analysis. He must follow through right into production when figures go awry. This is a new departure from the old concept of bookkeeping only. You must be ready to compensate him on the same level as a sharp sales manager. This can be the greatest insurance you possess—cheaper than any premiums you pay for robbery protection.

Renderers Work Through Research and Market Promotion to Lift Fats' Status

President Robert Fleming of National Renderers
Asks for All-Industry Help in Vital Effort



I APPRECIATE this opportunity to speak to you about the rather bleak outlook for tallow and grease and animal protein prices in the next couple of years and what we might do about them.

The Fats and Oils Situation 1960 Outlook report, which is published by the USDA Agricultural Marketing Service, says of the outlook for tallow and grease:

"Output of inedible tallow and grease in the coming year is currently forecast at a record 3,300,000,000 lbs. compared with 3,100,000,000 lbs. last year and the previous high of 3,200,000,000 lbs. in 1956. Total disappearance also will rise, mainly due to greater exports, and probably will be sufficient to absorb most of the larger supplies without much increase in ending stocks. The outlook for the year ahead is for relatively low inedible tallow prices as output rises in 1960 and stocks remain large. The dismal price outlook reflects the big increase anticipated in cattle and hog slaughter. The tallow industry likely will be plagued with low prices for a prolonged period and no real relief is probable until livestock slaughter turns downward."

When we discuss tallow and grease we are discussing a commodity traded in the world market; no longer does domestic demand have the important price effect it once had. As you know, we export from the United States at least 50 per cent of our inedible tallow and grease production.

Why is this important to the meat packer? Most of you know that the decline in inedible tallow and grease price of about 3¢ a pound in the last 28 months has affected the value of a well-finished beef animal by at least \$3 a head. While this isn't a big amount in the total value of a live animal, it is not a small thing, either, since it affects your total recovery from that animal.

What can we do about this? I would like to tell you what the National Renderers Association is doing about it because we believe that our program is well-conceived and will supply at least a part of the answer to the problem.

Of course, our total production of tallow, grease and meat proteins is being consumed, but many of us know well that it is being consumed at prices that are too low for a decent return on investment. This is certainly true in the rendering industry.

The reason why there isn't greater consumption to take our production is because in many areas of tallow and grease and protein utilization synthetic products have taken the place of our materials. Synthetic detergents have taken a big part of the market away from tallow-based soaps. Plastics are taking, and have taken, part of the leather market. The large supply of vegetable proteins, of course, affects the animal protein market. Therefore, the most important thing we have to do is to try to find new uses for tallow, grease, meat proteins and hides. Most of our effort is directed toward research into use of these commodities.

On the other hand, we must continue market development and promotion projects aimed at getting more customers for the old uses of our products and pro-

moting the new uses discovered through research.

Our association's function is largely that of coordinating research and market development. To this end we channel much of our budget for research into product utilization. Of a \$200,000 budget, about \$160,000 is being spent on research and about \$30,000 on market promotion and development. This does not include, of course, the cooperative funds that we get from the Foreign Agricultural Service. Our research, of course, does not include the work being done by the Pacific Coast Renderers Association through Tallow Research, Inc., private company research or that being done by the U. S. Department of Agriculture.

We are engaged in some interesting projects. We try to maintain a balance between the search for new uses for our present products and looking for new products to be made from our present raw materials. Offal, fat and bones are now being used to produce grease and meat protein, but perhaps something better could be made from those raw materials.

We support four fellowships at the Eastern Utilization Research Laboratory of the U.S. Department of Agriculture. We support a senior and junior fellowship in tallow and protein studies.

The tallow work has centered largely on three things:

1. The use of chemical derivatives from tallow and grease as plasticizers for polyvinyl chloride plastics. The Air Reduction Co. has now built a plant in St. Louis for production of polyvinyl stearate, which is made in part from animal fat, and this material is used as a plasticizer for polyvinyl chloride plastics of the type employed in raincoats and shower curtains. This plasticizer maintains the suppleness of the plastic and doesn't bleed out.

2. The laboratory is also working on the use of tallow-derived chemicals as detergent ingredients. Detergents made from tallow-derived chemicals do not cause skin irritation.

3. The eastern laboratory is investigating the use of chemical derivatives of fats as emulsifiers in water-based paints.

Protein work at Eastern has been centered on investigation of the nature of animal proteins, and particularly on the effect of processing temperatures and techniques on protein quality and amino acid balance and availability.

We also help to support protein and fat nutritional and feeding studies at the American Meat Institute Foundation. Out of this work in past years we gained the fat in feed market which consumes about 500,000,000 lbs. of fat a year. We support a nutritional feeding study on meat meal and meat and bone meal at the University of California. We are supporting an interesting project at the University of Arizona in which the use of esters—mixtures of sugar and tallow—are being studied as emulsifiers and carriers in pesticides and herbicides. This is designed to answer the problem of the toxic carry over of petroleum base carriers in these products. This could develop into a large volume use for fat.

We have three new projects initiated this year. One of

them is at the Foster D. Snell Research Co. in New York, a large and widely-known private research organization, which is studying tallow and grease along two lines. The most important of these concerns the use of tallow and grease-derived chemicals in high temperature lubricants. The jet turbine engine lubrication problem is a big one since a lubricating oil is needed that won't become glue at -40° F. and still will be a lubricant at $3,000^{\circ}$ above zero. And this is no small problem. This problem is encountered in almost all turbine engines and could result in quite a large volume use of tallow and grease. The work is in an embryonic state, but it has promise of developing into a good use.

Snell is also working on a basic study of the reaction between fluorine and certain tallow and grease-derived chemicals for use in detergents and plasticizers.

We have initiated a very interesting project at the Batal Memorial Institute at Columbus, Ohio, designed to study whether there is a better way to produce our products, or better things to produce from our raw materials. They are going to survey the whole field of protein and tallow and see whether these products might be modified to adapt them better to commercial and industrial demand, and then to see whether there is some different way to make them.

For example, it would be desirable to manufacture a soluble protein. This is a product which would not only be easy to use and a simple and valuable ingredient in human and livestock nutrition, but it also would be useful in industrial products such as anti-foaming agents, plaster compounds and adhesives. A soluble protein from vegetable oilseeds is already available and we want to see whether the same thing can be made from animal proteins.

On the tallow side, just for example, it might be possible to create a shorter chain fatty acid than we have in tallow and grease but from the same basic raw material. Such material would be considerably more adaptable chemically.

We also have an interesting project at the Central Testing Laboratory. Here we are seeking a better way to render our materials. They are studying the effect of micro-organisms on fat and bone to see whether or not they might be rendered biologically or enzymatically.

This is our research program. We hope to expand it. We are not spending anywhere near the amount of money that should be spent on this serious and important program. We hope to interest the various meat packing associations and meat packers in cooperating with us on these research projects and we are studying the establishment of a research foundation to which all interested parties could contribute. The National Renderers Association would contribute all of its research funds to such an agency and we would solicit the help of the associations in the meat packing industry, chain stores, and anyone else interested in the future of tallow, grease, proteins and hides.

Let me discuss our market development and promotion projects. These take two forms—domestic and foreign programs.

Our domestic development and promotion take the form of a publication that we put out about every six weeks. It is called our "Farm News Service Letter," and is mailed to many magazines and newspapers of a general nature and also to those specifically oriented to agriculture and to the packing and rendering industries. The letters discuss a wide range of subjects and problems connected with tallow and grease, proteins and hides. The purpose, of course, is to create a wider understanding of our problems among those in the



MILITARY needs were big topic at beef boners session.

associated industries, in addition to both our consumers and our suppliers.

We also produce and place every month paid advertising promoting the use of our products for purposes that we have developed through research. The ads deal with use of fat in feeds and the nutritional uses for meat meal and meat and bone meal in livestock, poultry, fur and pet feeds. These advertisements are directed at the buyers of these products and at buyers of poultry by-product meal and hydrolyzed feathers.

We work very closely with the American Feed Manufacturers Association and particularly with its nutrition council and purchasing agents committee to coordinate the problems of nutritional standards with the nutritionists and the purchasing agents. We hold a seat on the nutrition council of the AFMA.

Our foreign market development projects are very interesting and are carried out in cooperation with the USDA Foreign Agricultural Service. Our most noteworthy project, and the one in which you should be most interested, is the one which has been running in Japan for three years. It was set up in cooperation with the All-Japan Soap Association to increase consumption of soap in Japan, in the belief that if soap production and consumption were increased there, most of the tallow to make that soap would come from the United States. This has been a very beneficial program. Soap consumption has expanded in Japan and we can be certain from studying where and how it has increased that a good deal of the expansion has been as a result of this promotion.

The Japanese are very clean people, but they have been very short on soap. There is now a lot more soap than there used to be in Japanese cities, but a great deal of ignorance still exists in the rural areas about the use of soap. To dispel that ignorance, we set up a mobile educational display that has traveled through rural Japan and has visited schools, community meetings and other gatherings in rural areas. It has shown the rural Japanese people what soap is and how it should be used effectively.

The results of this activity have been very gratifying. Their advertising program has been handled very well. They produced a film called "Soap and Children" that has been shown in almost all of the rural schools in that country.

Each year we send a representative to Japan to study the progress of this project. Our latest report (on 1959) is very optimistic about the progress there and about the increased production of soap and the increased imports of American tallow that Japan will take during the coming year.

SOUTH AMERICA: We also have a market development project in South America. John Haugh, our second vice president, made a market survey trip through South America last fall with a gentleman from the For-

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By Washing, Fleshing and Modern Cure Meat Packer Can Turn Out Better Hides

Lloyd Needham of Sioux City Dressed Beef, Inc. Describes Experience With Up-to-Date Methods



THE PROGRAM calls for, "How to Secure More Money for Hides." I think that we should look at, "How can we improve our selling position on hides by giving the tanner something better than we have for the past generation?"

A lot has been accomplished in the last two years in connection with fleshing and curing hides. Our company has tried to keep pace with some other pioneers in the use of these new methods and we think we have achieved a much better product.

We have been operating a fleshing machine for about 15 months. We experienced a lot of trouble for the first three months in our fleshing operation due to wide variance in the substance of our hides. Our biggest problem was machine adjustment on hot hides. We finally decided to visit a tannery and look at its methods of fleshing. We found that it did not have any problems even with a wide variation in the substance of its hides, while its machines were of much lighter construction and did not possess as good adjustment facilities as we have on our machine. We came back to our plant and reexamined our operation. As a result we wondered whether the difference could lie in the closer tolerance we needed to get the fell and fat off a hot hide from the killing floor. At this time we were also troubled with a lot of manure on the hides which slowed down our operation.

We decided to build a rotary washer similar to a gut washer so that we could eliminate most of the mud and manure and also cool down our hides nearer to the normal temperature found at the tannery.

We built this washer 20 ft. long and 4 ft. in diameter and furnished the interior with a series of wooden blocks to churn the hides and keep them from roping together. It took a couple of days to rearrange these blocks on the inside to get the results we wanted. We use part new and part recirculated water to spray on the inside of the drum during operation.

The results gained by running these hides through the washer were fantastic. The fleshing machine immediately began to do a good job without such fine adjustment and we had no more chatter damage. Getting most of the mud and manure off the hide first and cooling it down to 65° F. did the trick.

We have no trouble at all with our cure. We are using a so-called fine salt and brine. We put the hides in vats for 48 hours and then drain them there for 12 hours before take-up. Quite a few packers have to bank their hides from 12 hours up to three days to come up with a satisfactory cure. We do not bank our hides at all after the 12-hour draining period; we take them up, bundle them and they are then ready for shipment.

FLESHING: We have been having some complaints from tanners about the fleshing percentages that we have been using. I think this is due to the lack of good testing facilities in most tanneries. We regularly run tests against our old way of handling hides and we

feel that the percentages that we are using are fair and should be accepted. We believe that the difference will soon be ironed out because more tanneries are looking at this new type of hide and want to help us develop acceptable standards.

The tanner saves 25 per cent freight on normal hides that are fleshed. Moreover, if we had a bad manure situation under the old system, it usually drove the packer and tanner much farther apart in trading.

The faster everyone adopts fleshing of hides, the quicker it will help all. Groups of independent packers should form associations to process their hides; this would reduce the cost considerably.

In our own operation, the initial cost of handling hides the new way was quite a bit higher than under the old system. However, we started adding conveyors and equipment that is bringing our expense close to the old way, and we believe we will soon be able to go below the old cost.

I don't think we should complain about the tanners' operations at all, because we did not attempt to improve our own methods until the last two years. We should expect them to be slow to adapt to our new practices, because it is hard for them to adjust their operations to a new type of hide. They must handle new hides and old ones, also, which means they have two operations and do not get any savings out of the new hides because they must retain all their help to operate on the old hides. Their percentage of new hides at this time is so small that their only advantage lies in the freight saving.

WASH IS MINIMUM: I think that the least any packer should do, even if he cannot afford a fleshing machine, is to put in a hide washer. This will give you more efficiency in pack building, keep your salt cleaner, and improve your cure since the salt does not have to battle mud, manure and blood. Use of a washer eliminates all odor in the plant and hide cellar and keeps the bacterial count down to a minimum.

We are getting good reports from tanners about the



OCCUPANTS of the speakers' table at the joint tallow and grease and hide session included panelists Paul A. Bissinger, Bissinger & Co.; A. H. Levitan, Levitan Company; Jack Minnoch, National Hide Association, and Elmer A. Herrgott, affiliated with Herrgott & Wilson.

amount of grain leather that our hides produce. We feel that this is brought about by getting the bacteria out of the hides. One tanner says that he must have 45 per cent of each car of hides in upholstery grade leather in order to come out on the lot. The national average is 60 to 65 per cent of this grade leather. One tanner reports that from our own plant he obtains 80 to 90 per cent of each car of hides in the upholstery grade of leather.

At a recent raw stock clinic of the Tanners Council it was reported that the best hide has 46 per cent moisture, 16.17 per cent ash and 34.40 to 34.60 ash to moisture ratio.

Our own results, according to tests made by the Tanners Council Laboratory, are as follows: 46.70 moisture; 16.16 total ash, and 34.60 ash to moisture ratio.

Some of the hides we kept in our cellar for 75 days analyzed thus: 44.95 moisture; 15.48 total ash, and 34.43 ash to moisture ratio.

We have run several tests with the so-called brine agitation method in our own plant with a machine that we built ourselves, and which we thought would save a lot of labor since it would load and unload automatically. However, we found it just wouldn't do the job and we couldn't get the hides cured.

When you have hides to ship every 60 hours, it keeps inventory down to a minimum which releases a lot more working capital.

GRUBS: We have also found a big savings in grubbing percentages. Prior to adoption of fleshing, we followed the recommendations of the Tanners Council for each selection for the Sioux City area. For instance, the Tanners Council recommended 35 per cent on native steers for January takeoff. However, after going through our January production, we found we were running a top of 5 per cent and as low as 1 per cent. The Council recommended 50 per cent for branded steers for January. We found only 5 or 6 per cent.

There is no doubt about the grub condition of hides after they are fleshed and we have experienced no complaints on the grubbing we have been delivering. Our territory has been doing a lot of work on grub control and this could be the reason for such a big difference in the Tanners Council's recommended figures and our experience.

When you have a fleshing operation, the butcher damage is easily detected. The fleshing machine shows up bad work to the fullest extent and the butcher can-

not get away with rubbing some manure on a score to cover up the poor job.

We have been using a hide bonus system for a good many years. If a knife man does not cut any hides during a day's kill, he gets \$1 added to his paycheck. If he cuts only one hide for the day he gets 50¢. If there are more cuts than that, he gets no bonus. If he does not cut any hide over a full week's production, he receives an additional \$5 for the week in addition to his daily bonuses.

Now, we have a problem of speed, etc., and so when we pay them for good work, we do penalize them for bad. My favorite saying is that if a man comes to work with the shakes or Schlitz fever, the foreman must send him home before he ruins us.

TOOT FOR CUTS: We have a horn operated by the grader in the hide celler with which he gives a blast or several blasts on the killing floor when damage is found. Each man has a number, and must mark each hide he works on. He doesn't like to hear his number coming out of this horn. This also gives management a good control over workmanship since repeated horn blasts of the same number indicate that someone is cutting a lot of hides.

Moreover, when you start to make fleshing tests on heavy fat steers, the butchers can hardly believe what they see and immediately try to leave less fat on the hide. It will astound you, too, to find out how much fat is being left on your hides. You don't catch hell for the fat that you leave on the outside of the carcass.

The bonus system holds our butcher damage to about 2¾ per cent on steers and about 5 per cent on cows. It took a long and hard battle with the butchers to reach this level, but it is no problem after getting them down there. It doesn't make any difference how fast they go; if you keep pounding at them, and keep at them once you get to the low level, you will have no problem at all.

With all of the improvements that we have adopted we are able to consider our hides as one of our top products instead of a by-product.

I doubt whether there is a packer in this room that would not have to admit that every time he sells hides he feels as though he has made a poor deal. You are never going to get out of that situation until you get busy and produce a better product. We have found that our improvements have taken a lot of grief out of selling our hides.



KAFFEEKLATSCH for the ladies, held on the opening day of the convention, was featured by a talk given by Chingwah Lee, a San Francisco authority on Chinese

porcelains. In photo at right, Lee is showing an antique statue of a Brahma-like steer to Mrs. E. F. Forbes, wife of the president of the Western States association.

Pork Has Been Improved and Should Not Lose More of The Consumer's Dollar

Consultant John J. Madigan Tells How Processors Are Bettering Products and Profit Prospects



SOME fundamental trends in the pork business, both in the country as a whole and in the western states, are:

While the annual per capita supply of pork in the country has varied widely, the average level has not changed much for many years. During the current year, consumption will be around 66 or 67 lbs., which is not far from the average level between 1920 and 1930. In those days, however, consumers averaged to spend over 3 per cent of their income, after taxes, for pork, whereas, during the past several years, their expenditures have been less than 2 per cent of income. This reflects the declining strength of consumer demand for pork.

This contrasts sharply with beef. The per capita supply in recent years has been running between 80 and 85 lbs., well above the 55-lb. average between 1920 and 1930. Consumers have in recent years been spending over 2.5 per cent of their disposable income for beef in contrast with around 2 per cent spent for this item during the earlier decade.

A careful study of the situation in recent years leads us to conclude that further sharp declines in the percentage of income spent for pork are unlikely and, frankly, further increases in the percentage of income spent for beef are equally unlikely. Only small further decreases in the per cent of income spent for pork are probable and these will, in all likelihood, be more than offset by the rising incomes due to larger population, inflation, and increased general productivity. In short, the total dollars spent for pork during the current decade are likely to expand at least in line with the population increase, and probably almost proportional to increases in dollar income.

WEST COAST VS. NATIONAL TRENDS: You may be interested in a few comparisons of the west coast situation and the national situation with particular reference to per capita consumption of meat and the dollars spent for meat.

First, we should recognize that per capita total income on the West Coast is well above the national average. In 1958, the \$2,450 income rate here was \$393, or 19 per cent, above the U. S. average of \$2,057. It was, of course, sharply above the \$1,471 average for the 12 southeastern states. Even though people here average to spend about $\frac{1}{2}$ of 1 per cent less of their income for meat than the national average, their total dollar expenditures per capita for meat actually are about 6 per cent to 7 per cent above the national average.

A USDA regional study of meat consumption in 1955 indicated that red meat consumption in the West was about 18 lbs. per capita above the national average, with beef 20 lbs. higher and pork about 7 lbs. below the national average. Practically all pork items, except bacon, showed a slower consumption rate in the West. Bacon consumption on a per capita basis was about $\frac{1}{2}$ lb. per year above the U. S. average. Per capita consumption of ham was indicated to be below the national av-

erage by about $3\frac{1}{2}$ lbs. per year, loins by $1\frac{1}{2}$ lbs., and other fresh pork by about $1\frac{1}{2}$ lbs. Fresh pork sausage consumption was about 1 lb. per capita below the national average, although hamburger consumption was about 5 lbs. above the national average. Total sausage consumption in this area exceeded the national average by about $\frac{3}{4}$ lb.

The reasons for this situation in the West are historical and, no doubt, lie in the relatively higher price structure for pork. Some of the factors underlying this situation apparently are changing. Since a large part of your population comes from other parts of the country where pork consumption is higher, it seems logical to expect that these people would buy more pork here if it were available on a satisfactory basis.

UPGRADING PORK: The developments in the pork business, which we will discuss, generally fall into one of two classes. Many of them involve the upgrading of pork to make it more attractive and acceptable to the public. The other developments involve the introduction of more efficient processing methods which, thereby, lower costs while either maintaining or improving quality of pork products.

In spite of much criticism and comment to the contrary, a great deal has already been done to change the image of pork in the minds of consumers and to present pork products more attractively and favorably in these days of mass merchandising, self-service, impulse buying, and keen competition for the housewife's favor. The growing portion of the drove that is made up of leaner meat-type hogs certainly is a step in the right direction. Nevertheless, much still remains to be accomplished in selling pork to the public.

First, let us consider the matter of trim. Without question, loins, hams, butts, and picnics are today trimmed much closer and better than they were only a few years ago. Capable and forward-looking operators are giving



REGISTRATION line forms early at WSMPA desk in lobby.

THE NATIONAL PROVISIONER, MARCH 5, 1960

much more thought to their quality control programs in an effort to hold the trim as near as possible to the optimum level. Excessively fat product brings customer complaints and excessively lean product eats into profit. Just as we cut heavy hogs separately from light hogs for many years, the tendency now is to grade hogs by type and cut them separately because workmen can do a more uniform job and product can be utilized better in the plant if the hogs are cut on a graded basis.

We notice an increasing number of plants offering center-cut pork loins closely trimmed, so that retailers can prepare center-cut chops from the product without further trim. We note a modest growth in the sale of cured and smoked pork loins in some areas and we wonder why this excellent product is not more widely offered and used. There has been, on the other hand, a generally shrinking market for frozen pork loins—probably because of their poor appearance in the self-service cases. There has been a modest growth in the market for frozen pork chops in the institutional and restaurant trade, but the expansion has not been of spectacular nature.

A number of developments have taken place on hams which should be carefully noted. Just as the old-fashioned regular ham has practically disappeared from the market, the standard smoked skinned ham seems to be moving in the same direction even though it is now trimmed closer and skinned higher. The canned ham tends to be a more satisfactory merchandising item and has steadily grown in importance until now about one ham out of four sold in the U. S. is sold in the can. The "net weight" ham lends itself to mass merchandising and is being offered in sizes attractive to the housewife.

The fully-cooked, boneless, skinless de-fatted ham has had the most rapid growth in the past two years and seems to be taking over a major portion of this market. It apparently fits in with the consumer trend toward leaner products requiring minimum preparation effort.

The sale of sliced ham in self-service counters has shown fair, but not spectacular, growth. This slow development probably reflects the technical problem of holding satisfactory color on cut ham surfaces exposed to light. In fact, there is good reason to believe that the sale of all hams, except canned hams in the self-service cases, has been seriously held back by the poor color and appearance when compared with fresh beef and other manufactured items. We have recently seen several patents involving the use of antioxidants on cut surfaces to preserve the color. The success of such effort to preserve color will go a long way toward upgrading hams and improving their consumer acceptance.



OUTSIDE the doors of the exhibition hall at the Palace.



We are all painfully aware of the extremely small usage of fresh pork sausage as compared with ground beef. The housewife continues to show a lack of enthusiasm for so-called standard pork sausage which is approximately 50 per cent lean. We have noticed, however, a growing volume of high-quality fresh pork sausage being offered and sold at, apparently, very satisfactory prices. Most of this runs from 60 per cent to 65 per cent lean and is made from whole hogs, or at least by the inclusion of some selected primal cuts. Considerable care is often given to see that the sausage is properly protected and that it arrives in the consumer's hands in satisfactory condition.

Personally, I believe one of our still unsolved prob-

TWO MODELS parade at the luncheon and 1960 fashion preview for the ladies.



lems is how to get to the consumer and the restaurant fresh pork sausage which is consistently in prime condition. Sharp chilling or freezing immediately after manufacture offers some possibility as does partial cooking. Here is one place where I believe the use of antibiotics, if permitted by the Meat Inspection Division, would offer real advantage to all concerned.

I believe the industry is still groping for a better outlet for picnics. Like the other half of the shoulder, the Boston or C. T. butt suffers to some extent from the excessive internal fat found in a large percentage of the total production. As more meat-type hogs appear in our drove, these problems may tend to disappear. In the smoked C. T. butt we have an almost ideal cut for consumer use and retail merchandising, and still it has not grown much in popularity. The internal fat may be controlled, to some extent, if the processed item is selected from meat-type hogs. The high cost of processing these small pieces of meat will probably be with us until a more automatic process is developed.

From the foregoing, it is apparent that some progress has been made in upgrading pork to make it more attractive to the housewife and the restaurant operator. Obviously, much remains to be done in improving its appearance and uniformity and in giving pork the "built-in maid service" and family-sized sale unit which is preferred today. The status of pork is rising, but still has some way to go.

LOWERING COSTS: Now, for a few words on developments in the processing field. The general introduction of humane slaughtering will almost certainly result in much less internal bruising of product and probably give us meat of more uniform pH and result in less variation in color and in the percentage of salt in cured items. It is generally agreed that the slaughter of highly excited animals generally has an unfavorable influence on the quality of product produced.

In the killing operation, there seems to be a growing awareness of the influence of shrink on hog carcass costs. Shrink in excess of 2 per cent is intolerable and shrinks below 1½ per cent are not unusual. Many people are now aware that poultry is chilled in ice water and that it actually shows a gain from hot weight. We, frankly, doubt whether most slaughterers actually know what their shrink is. We also doubt whether many of them know how much the shrink increases over week-ends unless proper steps are taken to control the air flow. In most plants, a consistent followup on hot chilling would not only pay handsome dividends, but permit better workmanship on the cutting floor.

We note, also, a growing awareness among capable packers and hog cutters of the importance of carefully controlling the manner in which the hog is broken up. The final cut-out value of the hog can often be materially influenced by the realization of some of the finer points in cutting operations. Some major plants have assigned full time men with no responsibility other than to watch this important function.

Now, let's give brief consideration to the handling of pork trimmings and sausage material. The present system of handling and trading in trimmings (both beef and pork) in this country is clearly archaic. With green fat worth only a few cents per pound and lean meat worth 40¢ to 55¢ per pound, the transfer of material, with widely varying percentages of each at a single market price, certainly does not make much sense. The favorable experience which many packers have had with imported beef in recent years has, without question, taught them the significance of varying fat content in manufacturing material and will probably eventually lead to considerable change in the handling of trim-

mings and in trading practices. The chief obstacle to a more realistic handling of material has been the lack of a practical, quick, and satisfactory method for the accurate determination of the percentage of fat on a production basis. Such an apparatus and method will be available to the industry in the not-too-distant future. Considerable thought should be given to the control of these raw materials because such procedure is an integral part of scientific sausage manufacture which is very rapidly becoming a fact in this industry.

Trends toward rapid curing in recent years clearly demonstrate that we can hold, or actually improve, our quality and sharply reduce the curing time, labor, and the use of ingredients. On bellies, jowls, squares, flitches, etc., the injection machine has provided the means whereby curing ingredients can be placed immediately throughout the meat. This has permitted the item to go immediately to smoke, or to be held for only a short time, and this sharply reduces further handling expense. Any plant which is not taking fullest advantage of this technology is probably incurring unnecessary expense. We do have the feeling, however, that some plants may have gone too far in this regard.

In curing ham, the most popular method is still the injection of the artery in the bone-in ham. We do see a definite trend, however, toward the boning of green hams and the use of the injection machine with, or without, the use of cover pickle or dry rub. Canned hams and boneless hams lend themselves well to such curing operation.

The use of polyphosphates, where permitted, has become quite general. There is no question but that their use provides a dry and firm product at the full gains permitted by the government. Again, we have the feeling here that the excessive use of this material has resulted sometimes in tough product which has not been entirely acceptable to the consumer.

There has been considerable technical improvement in smoking equipment. Under the competitive conditions existing today, there is little alternative but to control the smoking shrink within small tolerances. The controlled smoking of product to an exactly determined shrink offers interesting possibilities. There has been considerable experimentation with electrostatic smoking, particularly on small products. Some of it has proved reasonably satisfactory. In general, however, there seems, as yet, to be no substitute for carrying the products through a reasonably normal heat and smoke cycle in order to secure quality desired by the consumer. We do note, however, a trend toward sharply reduced smoking time in some cases without materially influencing the final quality.

Bacon slicing has become big business with the selling prices and the margins, to a considerable extent, influenced by operators who have low costs. Automatic slicing machinery has been developed which, if properly integrated into the line, can have an important influence on costs. It is becoming increasingly difficult to be competitive on sliced bacon without high volume, plus the low cost made available by means of a mechanized operation.

In closing, it should be apparent that we have not pointed out any earth-shaking developments in the pork business during the last several years. Nevertheless, it becomes increasingly apparent that unless you are a specialty house and secure wide margins above the usual market price, you can hardly expect to be competitive and make a satisfactory profit in processing pork unless your methods are generally in line with those used by the leaders in the industry so that your yields and costs are generally near the optimum level.



Keep Eye on Buying, Selling, Yields, Mix and Leakage if You Want to Make Profit

Ellis McClure of Food Management, Inc. Points Out How Packers Can Control Costs and Other Factors

REGULAR profits do not come easily in this industry. I believe, however, that the industry thinks too fatalistically about profits and is too prone to accept market conditions and go along regardless of profit or loss, when a number of things can be done internally within a packinghouse that can bring about a better profit situation.

I want to point out to you some of the things that can be done. They are controls of vital importance, and the more packers that recognize the necessity of a cost control system, the better off the industry as a whole is going to be. It is true that control is not a panacea which is going to cure all of our problems, but it is a means that can open the door to greater profit realization for packers.

The general consensus of opinion among U.S. packers is that they themselves are not responsible for the low profit that the industry earns. It is their claim that they are dictated to by their competition, and, inasmuch as that competition sets the price for both livestock and sales, there is nothing that they can do about it. However, we packers and processors are too prone to say that if our competition can sell a product at a certain price, there is no reason in the world why we can't sell that same product for the same price. Believe me, in many instances, competition knows no more about the cost of a product and at what price it should be sold, than you who are following that competition.

In any industry, whether it is the meat packing industry or the manufacture of washing machines, an accurate knowledge of costs is an absolute necessity. We in the meat packing business have been too quick to say that it is impossible for us to get accurate costs, and that the cost of trying to get accurate information is too great for the results that can be obtained. I felt the same way a few years ago. This, however, is not true, and until we change this thinking we are not going to have a decent profit picture.

The biggest item of cost in the packing business is that of material. Material includes casings, spices, and cures, as well as livestock and raw products. It does not include wrappers, boxes, labels, etc. Let's take a look at some of the factors which can influence material cost. They are: 1) Buying too high; 2) Selling too low; 3) Yields; 4) Product mix, and 5) Leakage.

BUYING TOO HIGH: Here I am thinking particularly about the buying of livestock. I grant you that there are market conditions which must be endured when cattle just won't figure and hogs won't cut out a profit. My point, however, is: Are we getting what we are paying for in buying livestock?

I have had an opportunity to check the buying of livestock in quite a few plants of all sizes in the United States. Industry-wide, we do a pretty good job of buying, but too frequently packers receive less in yield and less in grade than they pay for. Every purchase, of

course, affects the market for packers everywhere.

What can be done about this? Since packers in the western states are principally slaughterers of beef, let's talk about beef.

A very effective way to check out your livestock buy is through the use of a lot card which the buyer fills out for each lot purchased. He records his estimate of yield and his estimate of the number of cattle in each grade. As soon as the cattle have been killed and actual results are known, the office completes the card. Actual and estimated results are compared and the dollar variances computed. A summary card is prepared for each buyer each week.

Our experience with this card has been excellent. It has saved a lot of money. Many buyers oppose it when it is inaugurated for it is a report card on their performance. However, don't we all have to stand on our record? Second response is very favorable. Buyers have found the lot card is a new tool with which to work and a benchmark to which they can adjust themselves. They look forward to their weekly summary sheet to see how close they came to breaking even. The lower the variance between estimated and actual results, the better the job, for a variance gain indicates error in judgment just as does a variance loss.

On a lot of 54 steers the buyer estimated the yield to be 59 and the grading to be 44 Choice and 10 Good. Actual yield was 58.14 per cent and actual grading was 35 Choice and 19 Good. Had the cattle yielded 59 per cent, the rail cost would have been \$44.41 per cwt., but because the cattle yielded only 58.14 per cent, the actual rail cost was \$45.06 per cwt. The variance was \$.65 per cwt., and when we multiply that by the dressed weight we have a total variance loss on yield of \$199.99. Yield, dressed weight and cost figures are obtained from the lot's cost test sheet. With Choice beef bringing \$45 per cwt. and Good beef bringing \$42.50, the average sales realization would have been \$44.54 per cwt. at estimated grading. But because actual grading put more of the beef in the Good grade, the average sales realization was \$44.13 per cwt. The variance was \$.41 per cwt., and when we multiply that by the dressed weight we have a total variance loss on grade of \$126.15. Total variance loss on grade and yield was \$326.14. When this is deducted from the total cost paid for the 54 steers and divided by the live weight purchased, we determine that the per cwt. live cost should have been \$25.58 per cwt.

We have not concerned ourselves here with market condition or a buyer's ability to negotiate price, but we have set up a control for the sole purpose of determining if we are getting what we pay for. By coupling this buyer's lot card with a summary of each buyer's grade rail costs for the week, you acquire a very good control over the livestock buy.

SELLING TOO LOW: The second factor influence-



COCKTAIL party and reception was a popular innovation at the convention this year.

ing material cost is selling and this is a real sore spot in the industry. I wonder sometimes why we even bother to make out price lists since very few of us abide by them. However, when I talk to packers or processors individually, I almost always hear that this is not the case in their company. They say they do not initiate price shading and that competition is at fault. Regardless of such protestations of innocence, every shaded price affects the market.

Remember that from a sales realization standpoint, a 1 per cent increase in the selling price of a product is very close to a 1 per cent extra profit. For example, 1 per cent profit on a product which sells for 50¢ is $\frac{1}{2}\%$ per pound. However, should we get $\frac{1}{2}\%$ more for the product, the profit would be 1.98 per cent.

Let me define the term "sales realization." Sales realization is the average price per pound received for each product. It is arrived at by dividing the total dollars and cents received for each product by the total pounds of each product sold.

Few of us know what we are actually receiving for our product. While getting these figures is no small job, knowing our average selling prices is as important as knowing our costs. I emphasize the importance of average selling prices, for I have been in many plants and initiated the compilation of sales realizations and found that management's guess exceeded actual realization by as much as 5¢ a pound. Two and 3¢ is a common occurrence. Price lists frequently bear no resemblance to actual results.

What has sales realization to do with material cost? When sales realizations are too low, the material cost as a percentage of the sales dollar goes up.

YIELDS: Here is one area in which we all feel we do a good job. Few packers or processors will admit, for example, that they get less than proper yields out of their smoked meat or sausage. Let's establish this fact: One per cent extra yield produces 1 per cent less material cost, and 1 per cent less material cost produces 1 per cent more profit.

Now let's take a look at the way yields are determined on much of our product in many of our plants. We run tests at regular intervals and sometimes at very irregular intervals. Everybody from the foreman to the last employe in the department knows when a test is made and, more likely than not, it gets favorable treatment. We take the results from these tests and we project our material costs. We theorize that if we get 100 per cent yield on a particular batch of smoked hams, we will get 100 per cent yield for our entire production. We cannot prove this, however, and the only way to know is to run continuous tests.

Continuous testing, of course, requires records, reports and employes' time and costs money. Unfortunately, much of the industry feels the cost would be prohibitive and that it would unnecessarily burden production employes with detail. However, we have found that you can run continuous tests in small and medium plants without hiring additional people as clerks and this is true also of some larger plants. The recording of material usage and finished production does not consume much time. At most it is an annoyance to plant employes at first, but it soon becomes routine. It stimulates interest among foremen for they like factual information to use and to present management. When they do a good job, they want management to know it. Moreover, if a foreman is worth his salt, he accepts the challenge to bring sub-standard yields to proper levels. Factual information pinpoints the trouble spots on which to work.

I cannot overemphasize the value of complete product

yield reports, both for cost control and as report cards on foremanship. Too often we measure a foreman by his ability to get along with people, and overlook his efficiency in the use of material. Remember, when you pick up 1 per cent on your yields, you pick up 1 per cent on your profit.

There are several kinds of material variance reports, but they serve the same purpose, i.e., to give management factual information in report form on the efficiency of the use of material.

Let's use all-meat skinless wieners as an example. Standard yield for the product is 118 per cent. Actual yield for one week was 114.3 per cent. Had the wieners yielded 118 per cent we would have had a material cost of \$24.98 per cwt., but because the yield was only 114.38 per cent we had less finished weight and the actual cost was \$25.80 per cwt. The variance was \$.82 per cwt., and when we multiply that figure by the pounds produced we have a total variance loss on yield of \$210.00. If that occurred every week we would lose \$10,900 annually on one product.

This same variance report form is applicable for smoked meats with the exception of sliced bacon. In the sliced bacon department we prepare a variance report on the separation of the grades in which the total actual sales value of the grades at actual yield is compared with the total sales value of the grades at standard yield.

PRODUCT MIX: The fourth item affecting material cost is product mix, and this is the percentage that each product, or product group, is of total sales tonnage. For example, if total sales amount to 100,000 lbs. per week, the product mix would be the percentage that was beef, the percentage that was pork, the percentage that was sausage, etc. Product mix is more important for a packinghouse than was formerly believed. It has meaning even for the beef house because beef cost is predicated upon the grade slaughtered. The percentage of material cost against Cannery and Cutters is different from that on Utility, which, in turn, is different from Commercial, Good, etc. It is vitally important that all packers, regardless of kind, know the best product mix at a given time in order to earn maximum profit.

We have found one full-line packer, with 51 per cent or more of his total tonnage in processed items such as sausage, smoked meats, etc., and 49 per cent in fresh beef, fresh pork and inedible material earning many times the industry average.

What percentages are considered desirable from a profit standpoint for a full line packer? They are 26 per cent sausage, 25 per cent smoked meats, and 49 per cent fresh beef and pork.

Let's go a step further and find out why product mix is so important. Under normal conditions the material cost for beef is 88 to 90 per cent of sales value, for a gross margin of 10 to 12 per cent. This percentage, incidentally, has climbed to 92 and as high as 94 per cent in some instances, making very disastrous results for some beef packers. Under normal conditions the material cost for fresh pork is from 87 to 90 per cent, for a gross of 10 to 13 per cent. Under normal conditions the material cost for smoked meats runs from 77 to 79 per cent, for a gross of 21 to 23 per cent. Sausage has a material cost of from 55 to 60 per cent of sales value, for a gross of 40 to 45 per cent. Lard has a material cost of 90 to 95 per cent for a gross of 5 to 10 per cent.

You should watch product mix within a department and particularly in a sausage kitchen. Skinless wieners, for example, frequently are very competitive products with a low gross, while loaves carry a high gross. Ob-

viously, if too great a percentage of your kitchen's production is in skinless wieners, the gross for the department will be low. Sales managers should watch product mix as well as tonnage for each salesman.

LEAKAGE: The fifth item I want to talk about is leakage or stealing. This problem is with us at all times, it cannot be overlooked and it is difficult to handle. Some control can be exercised, however, where there are continuous records of finished production. At the end of an accounting period you can add your beginning inventory of finished product and your production for the period and subtract the end inventory to get total disappearance. If sales tonnage and disappearance do not agree, it is obvious that there is a leak. Disappearance should be checked out on a departmental basis to determine where the leak is.

LABOR COSTS: Direct labor, to be properly controlled, requires that we establish a labor standard for each product. Standards for manufactured products are expressed as the man-hours required to produce 100 lbs. Standard hours per head is used for the kill. Once these standards have been set, it is a simple matter to determine the hours that should have been used, at the standard rate of production, for each department each week. The pounds of each product produced, multiplied by the product's labor standard, equals total standard hours or earned hours. For example, if it takes one hour to produce 100 lbs. of a product, and we produce 1,000 lbs. in a week, there would be 10 earned hours. In other words, at a standard rate of production, the 1,000 lbs. should have required 10 man-hours.

Once we know the hours that should have been used in a department, it becomes a simple matter to compute the labor variance, for the total earned hours multiplied by the average hourly wage rate for the department equals the standard payroll. The difference between the actual and standard payroll equals variance.

I cannot overemphasize the value of labor standards to you. With annual wages (and fringes) amounting to \$6,000 per employee for some departments, it can readily be seen that waste labor or inefficiency can result in staggering losses.

BREAK EVEN POINTS: Every packer should know and be able to work out his break-even point.

Because the industry has a high ratio of fixed to variable expense, and requires a high rate of production over which to spread this fixed expense, the effects of changing volume should be studied. All expense in a packinghouse falls into three categories: 1) Fixed expense; 2) Variable expense, and 3) Semi-variable.

Fixed expenses are those that remain constant regardless of volume. Such costs are rent, depreciation, insurance, etc. Variable expenses are those that go up in exact proportion to an increase in business. Supplies constitute an example. Semi-variable expenses are those that go up, but not in direct proportion to the increase in business. Sales and delivery expense are good examples.

The equation to calculate the break-even point is: The total fixed expense to be absorbed divided by the per cwt. rate of contribution to this expense, equals the break-even tonnage.

COST ACCOUNTING: We must get away from being one-man plants in which costs are computed and prices set by one individual who carries yields and material costs in his head, and who does his cost work catch-as-catch-can rather than on a definite record basis. He does not know accurately what departments or products are making or losing money for he does not prorate and apply other costs back against each department and to each product produced within it.



Straight-Line Method of Attack Is Aimed at National Livestock Waste

R. Harvey Dastrup of Livestock Conservation, Inc., Describes Group's Progress and Goals

I AM going to try to give you a broad outline of what has been accomplished, primarily during the last year, in the field of livestock conservation, with emphasis on the handling of livestock and the grub control problem. I feel completely safe in assuming that Livestock Conservation, Inc., is not completely unknown to the livestock industry of the western states. Judging by some of the literature written in this area on the subject, LCI has been criticized for its lack of interest in livestock problems west of the Rockies.

As recently as February 4, approval was obtained for the complete realignment of our organizational structure to provide a straight-line method of attack on specific problems of livestock mishandling, disease and parasites. It has taken the better part of two years to accomplish the many changes in national structure necessary to permit this concentrated assault on a multi-billion-dollar national waste of livestock resources.

By unanimous direction of its board of directors, LCI is now a national organization, industry supported and directed, consisting of a national staff with specific areas of responsibility designed to provide specific and direct services to all levels of livestock interests, whether they be north or south of the Mason-Dixon or east or west of the Rockies. The fact that so much time was needed to bring about these changes is the thing for which we would like to apologize.

The year 1959 was most eventful for LCI. We continued to exert our influence into an ever-widening area of diversified interests within the livestock and affiliated industries. Well over 100,000 pieces of information have been directed to our membership, as well as into every state where livestock is of major concern. Twenty-six states now have accepted our livestock conservation demonstration program. Thirteen of these states participated in national contests held in Chicago in December, 1959.

We have four national standing committees covering brucellosis, cattle grubs, hog cholera and safe handling.

Our constitution says LCI shall promote practical and proper methods directed toward reducing and eliminating losses which reduce the value of livestock, meat and related products. Reliable estimates place these losses in excess of \$2,250,000,000 annually and they are being sustained at every industry level involved.

Opportunities for an industry-wide service through our association are inherent with its organization as a non-profit, self-help unit sponsored, financed and directed by leaders in all segments of the industry. It follows, therefore, that the degree of success obtainable via this structure will be commensurate with the understanding, financial support and active cooperation of its membership.

Now I want to go back to this four-committee structure. The national brucellosis committee presently is composed of 23 regular members, with three subcommittees handling specific problems. The national cattle

grub committee has 42 regular members, with three functioning subcommittees. The national hog cholera committee has 18 members and the national safe livestock handling committee has 10 representatives.

In cooperation with these four national committees, LCI now can assume a broad responsibility. We have accomplished a great deal toward defining specific economic problems pertinent to livestock conservation, establishing their economic significance, offering practical solutions, promoting the adoption of these solutions and determining their effectiveness at all application levels.

For example, in 1958 the national cattle grub committee of Livestock Conservation, Inc., conducted a cattle grub survey at the packing plant level only. This survey covered the 52-week period from January 1 to December 31, 1958, and represented all areas of commercial slaughter with 22 plants participating.

It was estimated that the average loss for the full 52-week period would be approximately one-half of the average for the three-months high occurring during January, February and March. Thus, the 12-month average damage rate of 51¢ per head, as compared with \$1 per head during the first three months, proved mathematically correct. The actual loss due to carcass and hide damage in packing plants in 1958 was \$11,733,000, compared with the three-year average (1955-1957) of \$13,443,000.

The committee, aware of the need for identifying the cost of the cattle grub at the cow-calf range level and in the feedlot, currently is working on a project which has three objectives: 1) to determine the effectiveness of systemic grubicides for control of cattle grubs on range cattle; 2) to determine indicated reduction and potential control of heel fly population on a large grazing range area basis through grub control, and 3) to determine economic gains on a range cow-calf operation resulting from control of cattle grubs and indicated by improved weight of calves and yearlings coming off range.

As for mishandling of livestock animals, there is now ample research and survey evidence to account for a \$12,000,000 national beef bruise loss alone, or roughly 60¢ per head on all cattle slaughtered. Hog handling losses run in excess of \$7,000,000 and cripple and death losses during transit total \$8,000,000. We have estimated that a 10 to 15 per cent annual reduction in this huge toll can be achieved quickly by facing up to our responsibility and placing special emphasis on the use of approved safe handling procedures.

Our handling committee will attempt to reduce the annual national loss of \$50,000,000 in the field of safe handling by \$2,500,000 for 1960. In the cattle grub category, where the carcass and hide damage is \$13,000,000, the grub committee will try to lower this figure by \$2,500,000 this year.

Our immediate problem lies in converting the dilatory, as well as the unbelievers, to the wisdom and value of the aims and objectives of our organization.

Packers Will Have Choice of Methods Under Humane Slaughter Regulations

Dr. K. F. Johnson of USDA Discusses Some of
Agency's Observations About Various Devices



I AM SURE that anyone even vaguely acquainted with the meat packing industry knows that meat and meat products sold to federal agencies after June 30, 1960, must be derived from animals slaughtered by methods spelled out in the humane slaughter regulations promulgated by the Secretary of Agriculture.

No single piece of federal legislation has been accompanied by as great a display of public interest as that exhibited in connection with the humane slaughter law. That interest continues, and can be expected to continue as the law is implemented. This is indicated by the fact that five states now have their own laws regarding humane slaughter and others are currently reviewing proposed legislation.

As the June 30 deadline approaches, it may be useful to review briefly responsibilities of government and industry in regard to effective operation of the legislation.

After June 30, packers who sell meat to federal agencies must provide a certificate stating that all their meat products are derived from carcasses of animals that have been humanely slaughtered. According to the law, the government agency that purchases meat will require this certification.

The Meat Inspection Division of the U. S. Department of Agriculture has the responsibility for administering certain features of the law. This includes the identification of carcasses of animals that have been humanely slaughtered. Identification will be accomplished in the following way: Each month the Meat Inspection Division will publish in the *Federal Register* information indicating the establishment name, establishment number and species of animals humanely slaughtered. Carcasses marked with a meat inspection legend coinciding with establishment numbers listed in the *Federal Register* will be considered identified within the meaning of the humane slaughter law.

Beginning in October 1958, the Meat Inspection Division took an active role in helping to develop and publish the regulations designating methods of humane handling and slaughtering. As you know, humane slaughter methods include the use of mechanical, electrical and chemical and firearm devices.

You may be interested in some of our observations regarding the use of various devices for stunning that fall within the intent of the humane slaughter law.

MECHANICAL STUNNING: There are a number of powder or air-activated stunners available for use with cattle that packers have been able to adapt to their operations without extensive alterations in plant layout. From our observations, the devices, concussion or penetration, when used properly, produce insensibility with no objectionable carcass changes. Use of mechanical stunning devices on calves has been satisfactory in all respects but lighter power loads than those used on cattle are desirable. Heavy loads are not neces-

sary for producing insensibility. Use of such loads may cause excessive brain damage.

The brain of a sheep is not as well protected by skull structure as the brains of cattle or swine. Although penetrating stunners can be used, the concussion-type stunner does an adequate job. However, lighter loads are used for sheep than for cattle.

When sheep are mechanically stunned, hemorrhaging, or so-called blood splashing, may occur in the heart, diaphragm, flank, and possibly in the leg muscles. Apparently, lighter power loads reduce the incidence of hemorrhaging. Hemorrhaging can be avoided by keeping the time interval between stunning and sticking to 10 seconds or less.

Small packing plants are using both penetrating and concussion instruments for mechanical stunning of hogs. Penetrating instruments appear to produce more consistently effective results. Again, the time interval between stunning and sticking is vitally important. Less than 10 seconds is considered best. Longer periods may result in hemorrhaging in the diaphragm, loin, ham and muscular areas of the shoulder. Systems of mechanical stunning and quick sticking, in which hogs are discharged immediately from restrainers, have been used successfully in operations of 50 hogs per hour.

ELECTRICAL STUNNING: By the last count, at least six electrical devices for humane slaughter are available. Electrical stunning has been used principally on hogs on a commercial basis in this country; however, sheep, cattle, and calves can be stunned electrically under the USDA regulations.

Electrical stunning of hogs has provided an effective method for some slaughterers from the standpoint of adaptation to plant facilities and for obtaining the desired rate of kill. Restraint was an early problem in the use of electrical stunners on hogs. However, the problem has been solved with the development and use of various mechanical restraining devices.

In the early development and use of electrical stunning, hemorrhages in the visceral organs presented a problem. Experience has shown, however, that by reducing the interval between stunning and sticking to 10 seconds or less, this condition no longer presents a problem of any significance. It should be made clear that the interval of time between stunning and sticking is not a part of humane slaughter or Meat Inspection Division regulations. However, as a practical matter, this interval should be kept down to 10 seconds or less to avoid objectionable hemorrhages in the animals' viscera and carcasses.

CARBON DIOXIDE: Carbon dioxide gas is being used principally to render hogs unconscious and, to a small extent, on calves and sheep. The method appears to be completely satisfactory and requires a minimum of supervision for its successful operation.

In all cases, animals should be stuck as soon as pos-

sible after they emerge from the carbon dioxide atmosphere to insure bleeding during the time that the animal is unconscious.

Slaughtering of serum-bled hogs is subject to the requirements of the law, also. Facilities which include the final bleeding of such animals are using carbon dioxide anesthesia to good advantage.

It should be pointed out that the Department of Agriculture does not endorse or approve any particular stunning or immobilizing device. The acceptability of any instrument or device is dependent on its ability to produce animal insensibility within the requirements of the law. This means that humanely slaughtered animals must remain insensible to pain throughout casting, shackling, hoisting, sticking, and bleeding. Death of the animal must be produced by loss of blood, rather than by the stunning device. The physical presence in any establishment of humane slaughtering equipment does not automatically place a packer in the humane slaughter category. Correct, continuous, and uniform application of any instrument does bring about compliance.

EQUIPMENT USE: I should like to spell out four factors which I consider basic requirements for any packer utilizing humane slaughter equipment:

1. Delivery of calm animals to stunning or immobilizing equipment.
2. Proper functioning of all restraining and immobilizing equipment.
3. Skilled and willing personnel.
4. Effective animal restraint.

Delivery of relaxed animals to restraining and immobilizing equipment not only meets the requirements of humane slaughter, but also has other important advantages. By more careful handling, savings through the elimination of bruising can be realized and better cutting carcasses result. Easier and more effective use of restraining equipment and increased production through smooth operations are other advantages. Quiet animals appear to be more susceptible to the effects of the immobilizing or stunning method used.

The humane slaughter designations make specific reference to the pathways and chutes leading to areas where stunning or immobilizing takes place. They should be free from loose boards and sharp projections. Sides should be smooth. Floors should provide secure footing. Although not a requirement of the law, it is also helpful if plant layouts provide for straight chutes leading to the stunning area. Temperamental and uncooperative animals, such as hogs, are difficult at best to drive. Sharp bends in chutes increase difficulties. When forward vision is completely obstructed, hogs may balk, bunch up, or climb over each other. The driver whose job is to keep a steady smooth flow of animals to the stunning area may develop his own form of hypertension. Thus, a vicious circle is developed with more prodding, more excitement and less humanness and lowered production.

Peaceful animals enter restrainers, knocking boxes and immobilizing equipment more willingly than frustrated animals. The operator who applies the electrodes or other stunning instrument is far more effective and accurate when he has a steady target rather than a fleeting glimpse of the animal. Driving animals into stunning areas is a critical part of humane slaughter. It is an area in the law's application most easily overlooked. Supervision of this aspect of slaughter will require continuing attention on the part of a company's management.

Electric prods are permitted for driving animals to

stunning areas. However, they should be used sparingly and at the lowest effective voltage. I have seen animals paralyzed and knocked to the floor with prods. This is not humane, since the lowest effective voltage was not used. Furthermore, excessive use of prods at high voltage does not produce calmness in animals. In the long run, operations are hindered and production is delayed. Animal abuse with driving equipment is a problem in delivering stock to the stunning area, and I believe it is worthy of continuing attention.

PROPER FUNCTIONING: As mentioned earlier, the presence of humane slaughter equipment in an establishment is no guarantee of compliance with the humane slaughter law. Plant operators should recognize the rated capacity of their equipment. Slaughtering rates exceeding this capacity may sacrifice the humanness of the operation.

As with other new equipment in a packing plant, humane slaughter equipment can be made to function as intended only through use and experience. Adjustments in machinery to fit the needs of a particular layout area always are necessary. Adjustments in people are even more important—and are sometimes more difficult to accomplish. In adopting a humane slaughter system, sufficient time should be allowed for development of the regulations.

Crippled and downed animals constitute a small part of overall slaughter, but the law applies to them, too. Facilities for handling these types of animals should be included in any layout.

Some study should be given to standby or alternate equipment, in case of breakdowns or malfunctions. Our identification of carcasses from humanely slaughtered animals will be based on a consistent application of humane slaughter methods.

PERSONNEL: The key to a successful humane slaughter routine is the men who operate it. With modern mechanical, electrical, and chemical means for producing animal anesthesia, coupled with good methods of handling, only a skilled and willing operator can qualify for such jobs. In the case of electrical, mechanical and firearm stunning, the equipment is specialized and critical areas of application on the animal are small. The operator must be skilled in equipment operation and he must know where to place his instrument to produce animal insensibility. A man off the street is not able to do the job—it requires training and experience.

Repeated blows by mechanical stunners, or repeated application of electrical equipment, is not necessary when the proper equipment is skillfully used. A willing operator, that is, one who is sold on the job, who knows his job, and who knows why he must do it correctly, will go a long way toward making your equipment work. As an incidental advantage, we have been told that employee absenteeism is reduced with the installation of humane slaughtering and handling equipment.

ANIMAL RESTRAINT: Without good animal restraint, the best trained operator with the latest stunning or immobilizing equipment would have difficulty in producing consistently satisfactory stuns. As previously stated, the target area for placement of stunning equipment is small. When the target is moving or non-cooperative, poor workmanship may result.

In the case of cattle, knocking boxes originally built for use with the knocking hammer are commonly of such large size, both in length and width, that excessive animal movement is possible and restraint is difficult. This does not mean that an existing knocking box cannot be used. However, the operator spends valuable

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USDA Seeking Measures of Palatability and Cutability for Use in Grading Beef

David Pettus, Director of AMS Livestock Division, Describes Search for Improved Methods of Grading

ONE PROBLEM in answering the question, "Do Present Grade Standards Reflect Consumer Preferences for Beef?" is that of reaching a common understanding of what we mean by consumer preferences for beef. Actually consumers buy or prefer various grades of beef for various reasons. Some consumers who prefer Prime from the standpoint of eating satisfaction actually buy Standard grade beef because they cannot afford the higher grade. Conversely, a few consumers who can afford to purchase Prime grade beef may, in order to minimize their fat consumption, buy Standard grade beef.

I believe that most consumers would prefer and buy Prime or Choice grade beef if it were offered at the same price as the lower grades. However, price is an important factor governing consumer selection of meat, and, while many housewives are economy minded and interested in getting the most meat for their money, the majority of those patronizing retail stores in your area also want a quality which they consider adequate along with economy. Adequate quality for the average housewife in this part of the country appears to require something in the area of Choice or Good.

How then can federal grades serve the industry in satisfying consumers? Primarily, the function which you can expect federal beef grading to perform is to divide all beef, which is highly variable in its characteristics, into smaller groups in which the characteristics are fairly uniform. The individual carcasses in the grades should be reasonably interchangeable.

It is up to the person using federal grades in purchasing beef, whether he be a retailer, wholesaler, or a hotel supplier, to select a particular federal grade which will most nearly meet the requirements of his trade. If his outlet demands economy, he would not select the Prime grade. On the other hand, if the outlet required quality above all else, then the Good or Standard grade would not be satisfactory, and Prime probably would be his selection.

COMPROMISE: Most consumers must make a compromise between price and quality in their purchase of beef. This affects not only the grade preference but also results in varying demand for various cuts. Price becomes a limiting factor in the selection of quality by consumers, but selection is also influenced considerably by the intended use and cooking process for the product. As you know, those who want steaks and roasts to be cooked by dry heat generally prefer beef rather high in the quality range, while beef of the lower grades can be satisfactorily used for pot roasts, swiss steaks, stews, and ground beef. Recently I heard our grading problems analyzed by a simple statement. It was reported that consumers want tender, juicy, flavorful beef which is free from excess fat and at the lowest price obtainable. The objective then may be to produce beef with quality comparable to Prime or Choice with less excess fat than normally associated with these grades today.

Beef flavor, tenderness, juiciness, fatness, and economy exhibit a rather complex relationship. With increased tenderness and flavor, which are desirable, there is normally also an increase in the amount of excess fat and an increase in price. With decreasing tenderness and flavor we normally find carcasses with less fat which also are more economical. The job then in modifying our grade standards is to provide a practical yet precise system for identifying these important variations in carcass beef.

The first area in which we might improve our grade standards is in identifying variations in palatability or quality. This has been a perplexing problem since the beginning of grading in 1927. Only limited answers have been provided by research as to the factors influencing palatability and their relative importance. Improvements in our grade standards throughout the years have been limited due to the lack of research in this area. We are currently involved in a study to determine the effects of maturity in cattle on the palatability of the

HALLS of the Palace hummed as conventioners visited with their friends. More than 2,200 representatives of the meat industry, suppliers and other attended the WSMFA annual meeting.



beef. Other studies are under way to determine the effects of various degrees of marbling on the tenderness and palatability of beef. There are also studies to provide better estimates of the heritability of tenderness. All of these studies are in the area of quality but at the present time we do not know of any practical method of identifying quality that is superior to the one which we are using in our grade standards. Consequently, we are dependent upon answers from additional research to improve our standards in this respect.

QUANTITATIVE WORK: The other area, however, which has been assuming increasing importance, relates to the quantitative aspects of grading and consumer demand for beef which is economical and free from excess fat. At the present time in our grade standards, no consideration is given to quantitative factors with the exception of conformation and this is combined with quality factors to arrive at the final

consumer from different carcasses. We need to improve our standards so that our grades will give a much better reflection of the volume of retail cuts which will be produced from carcasses with these variations.

Since we have felt that the combination of qualitative and quantitative measures into one overall determination is not satisfactory, we are seriously considering a revision in our grade standards to provide separate identification for these factors. This revision would provide one identification to represent the quality of the meat in a carcass and another identification to indicate the quantity. The qualitative measures—marbling, color, texture, and firmness of lean in relation to maturity—would remain the same as those now being used, even carrying the same terminology. The quantitative factors, which are principally finish and muscling, would provide the basis for the second identification. This identity would indicate the yield of retail cuts



AREA leading from the major meeting room is crowded as an audience disperses but stops for a moment to look at some of the exhibit booths along the way.

grade. As you know, the quality and quantity factors are far from being perfectly correlated. Combining these two factors into one grade standard is at best a poor compromise.

Research in the area of quantity determination has been more fruitful than in the quality area. In our studies we have used the yield of retail cuts from the round, loin, rib, and chuck as a measure of merit since these cuts usually represent over 80 per cent of the value of the carcass. We have found overall variations in the combined yield of these cuts to be almost 30 per cent. Even within a rather narrow quality range we have found wide variation. In the Prime grade, for example, the range has been over 16 per cent; the same is true in the Choice grade, and about 12 per cent in the Good grade. Similar differences were noted for the other grades but at a somewhat lower magnitude.

Quite recently at a demonstration of these principles, the yield of major retail cuts from two Choice carcasses was found to vary 9.34 per cent, which, when translated to value on present retail prices, meant \$9.55 per hundred-weight, or over \$60 per carcass. While differences of this magnitude or greater occur only in a small percentage of the Choice carcasses, differences of half this much are quite typical. We cannot continue to ignore these differences. Most of this variation is a result of increased fat trim.

The other factor contributing to the wide range in yield of cuts is ratio of meat to bone. Our studies have shown this factor to range from 2.3 to 1 to as high as 6.5 to 1. In other words, some carcasses had almost three times as much lean in relation to bone as other carcasses. Variations such as these result in a very wide spread in the amount of meat available to the

from the preferred cuts of the carcass, the round, loin, rib, and chuck.

SLOWUP: In discussing the possibilities of developing a grading system along these lines, the question has often been asked: Would such a system make grading slower and more complicated? We have been quite concerned over this aspect and also with the degree of accuracy with which we could predict the yield of cuts. We have studied this at some length and have found that we can predict the yields with a relatively high degree of precision. To measure our accuracy in this respect, we have found the use of correlation coefficients quite useful. Very briefly, a correlation coefficient measures the relationship between our estimate of yield and the actual retail yield as determined by cutting tests. If we could perfectly predict the yield of each carcass, the correlation coefficient would be 1. If there were no relationship between our estimate and the actual yield, the coefficient would be 0 (zero). In our earlier studies, the correlation coefficient between the estimated yield and actual yield ranged from .71 to .90. This has increased in our most recent tests to over .92, which is exceptionally good.

With regard to the speed with which this yield can be determined in actual grading operations, since we are presently considering most of the factors involved, the actual time involved would not be changed materially. Actually some time may be saved by not having to combine the quality factors with conformation in arriving at the final grade. In addition, verification of the yield determination by the use of actual physical measures of fatness and muscling appears possible.

It is quite natural for you to wonder how a grading system of this nature would affect your operations and

what problems you would encounter if it were adopted. In addition to providing identification of yields of retail cuts, the new grading system would more adequately describe the eating quality of carcasses. Quality variations within each grade would be reduced. At the present time some carcasses which have Choice quality are graded Good because of inadequate conformation. The quality designation for such carcasses under the new grading system would be Choice.

In considering a change such as this, we must be concerned with its effects on all stages of the marketing process. To be of greatest value to producers and the industry as a whole, the system must reflect back to live animals the differences found in carcasses. In so doing we can provide the basis for buyers to pay differential prices for cattle of similar quality but differing in their yields of cuts. Producers are very much interested in this idea. At its 1960 convention, the

own individual productivity rather than on the basis of the average productivity in the country or in his particular line of work. Ours has been an incentive system in which we try to provide rewards in the form of higher returns for production of greater value. Through the avenue of paying different prices for cattle having different retail yields, we can expect real progress toward the production of meat-type cattle.

We do not believe that juggling grade lines will give the incentive necessary to obtain this objective. In fact, there is a definite danger that lowering grade lines to reduce the quality of beef in the Choice grade may even result in lower beef consumption because of consumer dissatisfaction with the product. The favorable position that beef holds relative to other meats today may well be an expression of consumer satisfaction with this commodity. No real progress in eliminating the excessively fat carcasses can be expected to result from

WSMPA OFFICERS: Vice president Seth Chauvet of Peyton Packing Co.; secretary Eugene Ranconi, Walti, Schilling & Co.; chairman of the board Glenn Taylor, Modesto Meat Co.; president and general manager E. Floyd Forbes; treasurer Anton Rieder, Coast Packing Co.; vice president Albert T. Luer, Luer Packing Co.; vice president Douglas Allan, James Allan & Sons, and vice president L. Blaine Liljenquist.



American National Cattlemen's Association urged the Department to adopt a system of yield identification in the beef grade standards.

We have only recently begun to explore the evaluation of live cattle in terms of yield of retail cuts. Our studies to date have involved 177 cattle ranging from Prime through Standard quality. The results of this limited study are very encouraging and indicate that cut-out yields can be predicted with reasonable precision. Over 25 per cent of these cattle were estimated within 1 per cent of their actual yield. More than 45 per cent were within 2 per cent, and 67 per cent were less than 3 per cent off. This includes all the cattle we have worked on. Considerable improvement was noted with the gaining of more experience during this brief study. We feel that with increased study in this area, we can estimate the yield of cuts more accurately than the quality grade.

INCENTIVE: We believe that recognition of these differences in live animals is important to the entire cattle and beef industry. In my thinking, one of the basic concepts in the free enterprise economy in this country is that a person should be paid according to his

raising or lowering grade lines in our beef grading system. If we are going to make progress in this direction, it is necessary that we identify cattle and carcasses which combine the desirable characteristics of thick muscling and high quality meat with a minimum of excess fat and provide for differential prices based on their value to encourage the production of the more desirable kind.

In one of the two important areas of our federal beef grading system, we have reached a point where we can make substantial improvements in the standards. We can identify variations in retail yields on a workable basis at the carcass level, either through physical measurements or on a subjective basis. We are in a position to make such a change and when a proposal is offered we hope it will be considered in an objective manner in light of the contribution it will make to the entire marketing system for beef. In the area of improved identification of quality differences, we need to increase research to identify more adequately the factors affecting palatability so that the consumer can have even greater assurance that the product she buys will have the qualities she wants.

Consumers Don't Want Over-Fat Beef And Retailers Don't Like It Either

N. L. Chaplicki of National Tea Co. Asserts
That Industry Can't Ignore Logical Complaints



I AM here today to bring you a first-hand appraisal of what the people who are consuming your beef product want from you. I shall present this appraisal as a consumer representative.

At the present time, National Tea Co. operates 910 stores located from the Canadian border to the Gulf of Mexico and from Ohio to Colorado with sales of nearly \$1,000,000,000; of that, meat and meat products account for \$250,000,000 or more.

We are in day-to-day contact with the consumer. Perhaps many of you people feel that because we are a supermarket chain we are distant from the consumer, but let me remind you that in this extremely competitive business of food retailing, it is the retailer who knows the consumer best.

Although the day of the clerk-service store is gone, we must know the neighborhood and what those living in that neighborhood want in the way of product: by type, by size, and by price and by every conceivable marketing factor. If we are to succeed in each and every neighborhood, and believe me when we invest \$250,000 to \$350,000 in store locations we intend to succeed in each location, we must look at our business in terms of 910 neighborhoods and not in terms of a corporate chain of 910 stores.

That is why I say I am here to talk to you as a "representative of your consumer," and to talk to you about some extremely important things about their wants, their needs and their demands for your products. These changes have a vital effect on the continued growth and consumption of your product. I am representing the largest consumer panel in America—the 5,000,000 families who shop in National Food Stores. It is my job and my company's job to know just what these people want.

BIG PANEL: Have you ever heard of a consumer survey that involved 5,000,000 families? When you read about a consumer research panel you find that it is composed of a sample of 5,000 or maybe 10,000 people; on this kind of representative panel you will make decisions. We, also, have used these surveys to make decisions. Today, however, I bring you a survey in depth—a survey that involves 5,000,000 customers who have purchased their meat and grocery products in the last 12 months from National Food Stores.

This 5,000,000 strong consumer panel tells us what Mrs. Consumer wants through the exercise of her "freedom of choice" in our stores. She buys, or doesn't buy, and we know today what she bought yesterday.

In the past few years, many industries have learned through bitter experience and high losses that they must manufacture what Mrs. Consumer wants. A successful example is the flour industry: from barrels, to large sacks, to small sacks, and last to boxes which contain: package cake mixes, of every kind and flavor; pie dough; biscuits in a can, and cookies ready to cut

from a roll and bake. Our stores today carry from three to five different brands of each of these items because Mrs. Consumer demands her choice and the flour industry has been wise enough to recognize it.

The cattle industry, I might suggest, must take a tip from the flour industry and also make some changes quickly in feeding, slaughtering, and grading methods if it intends to remain in the customer's favor. We know what Mrs. Consumer wants: 1) Tenderness; 2) Flavor, and 3) Less waste fat in beef. She wants this type of beef to be in the top U. S. Grades—U. S. Prime and U. S. Choice. She does not want the third or fourth U. S. grade stamp affixed to the beef that she buys in our meat markets.

I believe we are giving tenderness to her. I think the flavor of the beef right now in our stores is the best that people have ever enjoyed.

OVER-FAT BEEF: The waste fat on beef is the problem that we have come to you to correct. We think the consumer has a logical complaint. Excessive fat on beef is unwanted, unhealthy and unprofitable. It is unwanted because it's unappetizing in appearance and in taste. It is unhealthy because excessive fat increases cholesterol in the blood stream. Five years ago people couldn't pronounce the word "cholesterol" and they didn't know what it meant, but it's practically a household word today. With heart ailments recognized as the Nation's No. 1 killer, and with every medical column in every newspaper and magazine vehemently preaching that cholesterol in the blood stream is a contributing factor to heart disease, every one of our customers is being increasingly careful in choosing beef from our self-service cases. She hesitates to buy excessively fat beef to feed her family.

Another point on the health aspect: with the nation rapidly becoming more and more diet conscious, and with red, lean meat a vital part of every diet published, we are finding it necessary to trim more and more excessive fat from retail beef cuts.

Don't underestimate these factors; you can't ignore or put off these consumer desires that bear directly on your products.

As for the unprofitable angle, because the retailers must trim the excessive fat off before weighing, we find ourselves faced with taking the loss which we cannot afford. We have no choice but to adjust our retail price upward when making the cut-out markup tests. We usually increase the cents-per-pound markup on the best selling beef cuts. We don't like being forced to do this, since we feel it is an unnecessary evil. We don't like the results. Whenever there is severe criticism of high beef prices, it does not fall on the rancher, feeder or packer, but on the retailer and, more specifically, on the chain meat retailer. We do not like consumer criticism when we feel it is not our fault!

[Continued on page 62]

THE NATIONAL PROVISIONER, MARCH 5, 1960

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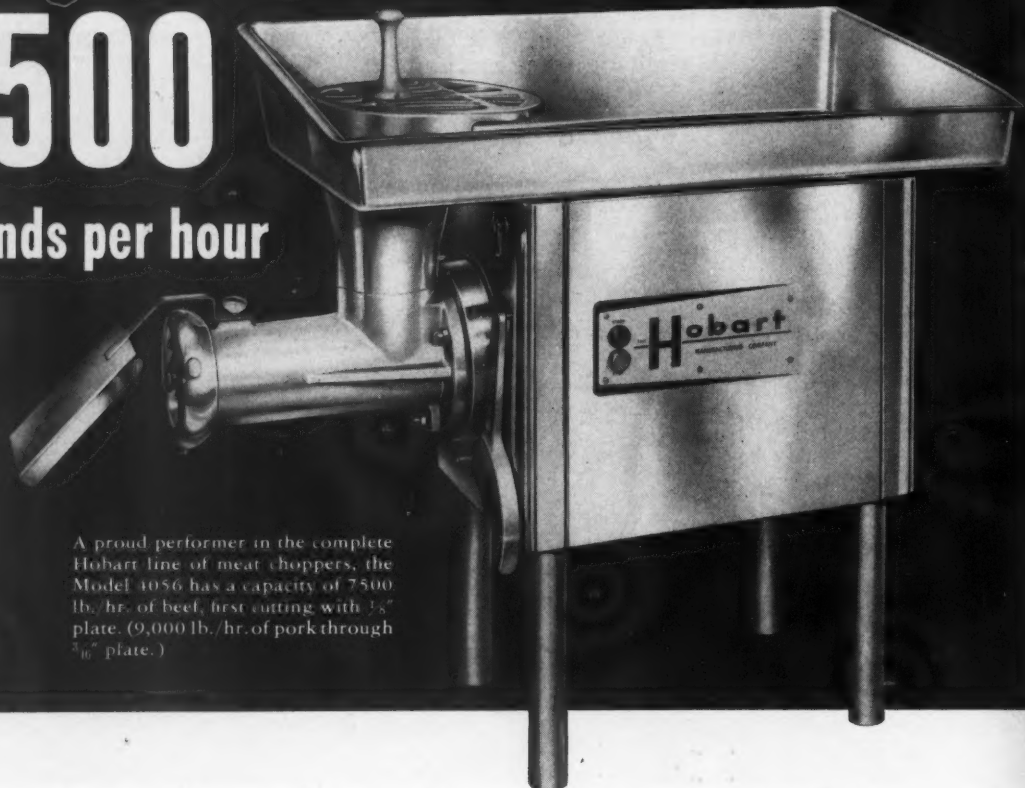
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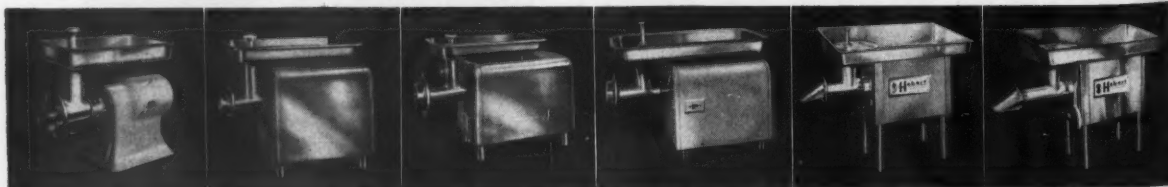
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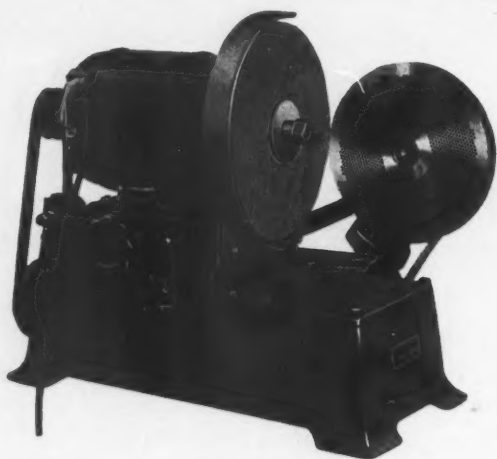
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only ONE Automatic Machine

**SHARPENS EVERY KNIFE OR PLATE
YOU USE IN YOUR SAUSAGE KITCHEN!**



- Grinder Plates & Knives
- Silent Cutter Knives
- Emulsifier Knives
& Plates
- Hand Knives & Steels

Does a Professional Job in Minutes To Give You . . .

- Better Grinding, Cutting and Emulsifying
- Better Finished Product—No Mashing by Dull Knives
- Higher Production by Better Equipment Operation
- Eliminates Costs and Troubles of Outside Grinding
- Eliminates Expensive Rental Knives and Plates

Completely automatic, requiring no special skill to operate, this equipment does a perfect job of keeping cutting tools and cutting equipment in the proper sharp operating condition. It sharpens grinder and emulsifier plates to 1/1000" accuracy with perfect sharp hole edges; sharpens solid grinder knives or replaceable-blade knives to true, sharp edges with hollow-grind or scissor-grind edge as desired. Sharpens chopper knives and all other cutting tools, too!

The Automatic Grinder will pay for itself in savings! It assures faster production! Your finished products have better quality and texture. You gain in all ways when you have an Automatic Grinder in your plant.

Our illustrated folder will give you full details. Write for a copy!

MEAT RESEARCH INSTITUTE
THE AUTOMATIC GRINDER Co. Inc.
P. O. Box 184, 211 Iowa Ave.,
Iowa City, Iowa

DOT . . . BRANDS . . .

MEAN . . . WE . . . PUT . . .

THE . . . TASTE . . . IN

True to its tradition of affording only the finest products for the meat industry, Dottley's Merchandise Mart has as its source of supply a modern dairy which is unsurpassed for processing pure sodium of Caseinate, Lacto-Albumin and above all Dot-Lac, a high lactose binder fortified with Caseinate.

We also blend, in our new immaculate mixing room, only the finest natural and soluble spices to meet your trade demand.

This month we wish to introduce Dot-Case-Phos. A blend of pure Caseinate, Dextrines, and edible Phosphates. This product will not only improve the protein contents of your sausage product, but will absorb fats under heat, prevent shrinkage, improve peeling—enhances the color, and above all improves shelf life. We will be glad to mail you workable samples at our expense, call us collect or wire us today.

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Telephones 8:30 A.M. to 4 P.M.

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MODEL No. 18

CAPACITY—500 LBS.

Can be furnished with or without threaded drain hole and stainless steel plug.

STANcase
STAINLESS STEEL
EQUIPMENT



OVERALL DIMENSIONS
47" x 26" x 23" height.

Sanitary STAINLESS STEEL TRUCKS

FULLY APPROVED BY HEALTH AUTHORITIES

In addition to Model No. 18 illustrated, there are other STANcase STAINLESS STEEL TRUCKS with capacities of 2,000 lbs., 1,200 lbs., 800 lbs., and 225 lbs. All are ruggedly constructed for long-life service; inside surfaces are polished and seamless; corners are generously rounded; maintained sparklingly clean and sanitary with minimum labor. Specifications for component parts are of highest quality.

WRITE FOR CATALOG

Manufactured by

THE STANDARD CASING CO., Inc.

121 Spring Street, New York 12

See
Page
H/51



now...handy smaller size...new features

Tote Boxes

by WEAR·EVER



Smooth, rounded,
easy-to-clean
corners

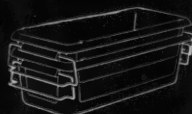
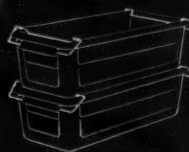
#24 Over-all Size:
23 7/8" x 17-1/16" x 10 3/8"

Exclusive
Open Bead
design



#24 avail-
able without handles
to fit Cres-Cor Pan Rack

Stack
when filled

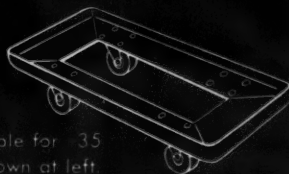


Nest
when empty

Strong, smooth
one-piece handle

#35 Over-all Size:
34 3/16" x 16 7/8" x 12"

Dolly available for #35
shown at left



You asked for it...a smaller version of the famous Wear-Ever #35 Tote Box. It's our new #24, shown at top in the above illustration, and it's available now.

We've designed it particularly for you whose needs call for a lighter, smaller, easier-to-handle container. It is available without handles, to fit perfectly in a Cres-Cor pan rack.

This new box incorporates the same quality construction features as our standard size box—special extra hard wrought

Wear-Ever Aluminum Alloy, sanitary open bead and extra strong, double-embossed bottom.

Like its big brother, shown in the smaller photo, this new box stacks when full, nests when empty and is available with your identifying imprint on side or end, if desired.

For full information on our complete line of food handling items, call your local Wear-Ever man, or send coupon below.

Ask us about special equipment to your specifications

WEAR-EVER ALUMINUM INC.
411 Wear-Ever Bldg., New Kensington, Pa.

GENTLEMEN: I'd like to know more about your Tote Boxes and other handling equipment.

☐ Send me your catalog. ☐ Have your representative see me.

NAME.....

TITLE.....

Fill in, clip to your letterhead and mail today.

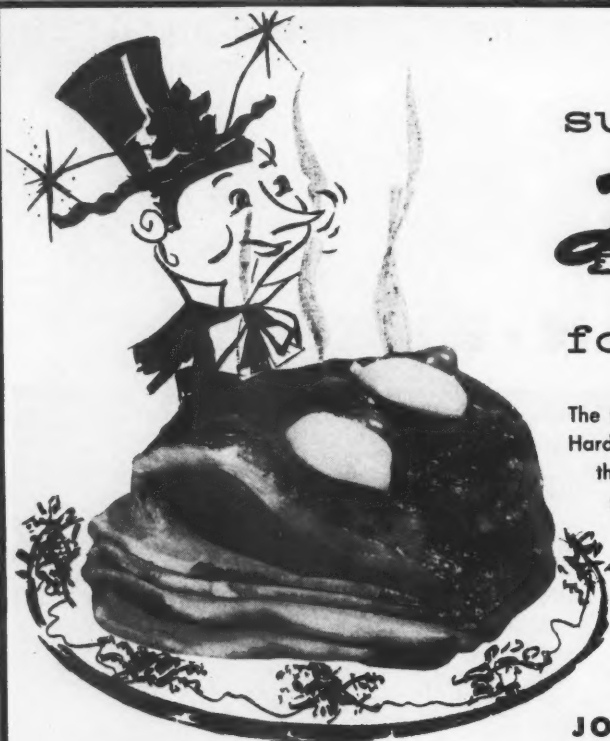
NEW IDEA! Wear-Ever's new Nickel Scouring Cloth. Won't scratch, won't mar, far outlasts ordinary scouring cloths. At your dealer's.



WEAR·EVER ALUMINUM UTENSILS

WEAR-EVER ALUMINUM INC.
WEAR-EVER BLDG., NEW KENSINGTON, PA.

THE NATIONAL PROVISIONER, MARCH 5, 1960



sure now... 'tis

Harding's
FAMOUS CORNED BEEF

Not to be confused with ordinary corned beef

for bigger profits

The taste is great, your profits are greater with famous Harding's Corned Beef. Tender, delicious slow-cured for that wonderfully different and delicious flavor. It's not surprising that people ask for it by name! Sell the corned beef that sells itself — and means bigger profits for you!

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WEST**
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OMAHA

TOWNSEND Model 35A PORK-CUT SKINNER

ADAPTABLE to a wide range of operations

The Townsend Model 35A Pork-Cut Skinner is an all-around machine which lowers skinning costs, increases yield on all pork cuts — hams, picnics, bellies, shoulders, hocks, jowls, and backs.

With the addition of any of the attachments described here, it can perform several operations in only one time through the machine.

3 ATTACHMENTS:

1 Townsend Model 46A Ham Fatter

This new improved model does an outstanding job of removing just the right amount of excess fat from a ham while it is being skinned. Prevents scored hams. Gives uniform bevelled collar line. Eliminates draw knife. Any small amount of finishing can be accomplished with a straight knife.

2 Townsend Model 30A Automatic Feeder and Slasher

Slashes jowls at the same time they are being skinned. Feeds cut automatically. Works equally well on fatbacks and plates which are to be processed into sausage or rendered.

3 Townsend Model 38A Liver Loaf Fat Attachment

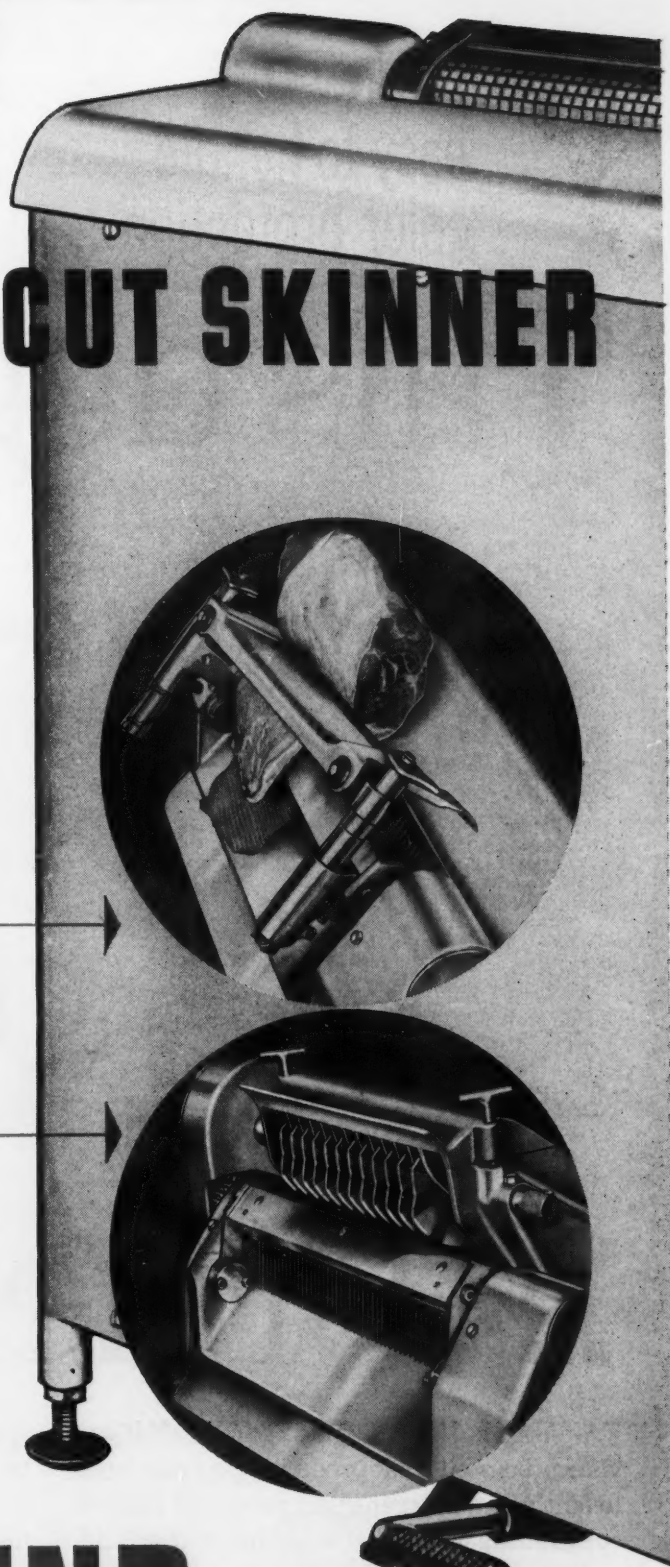
While the fatback is being skinned, this attachment produces machine-cut fat of uniform thickness for covering liver loaf and various prepared meats. May be used in combination with the Townsend Model 30A Automatic Feeder and Slasher.

Write for further information

TOWNSEND

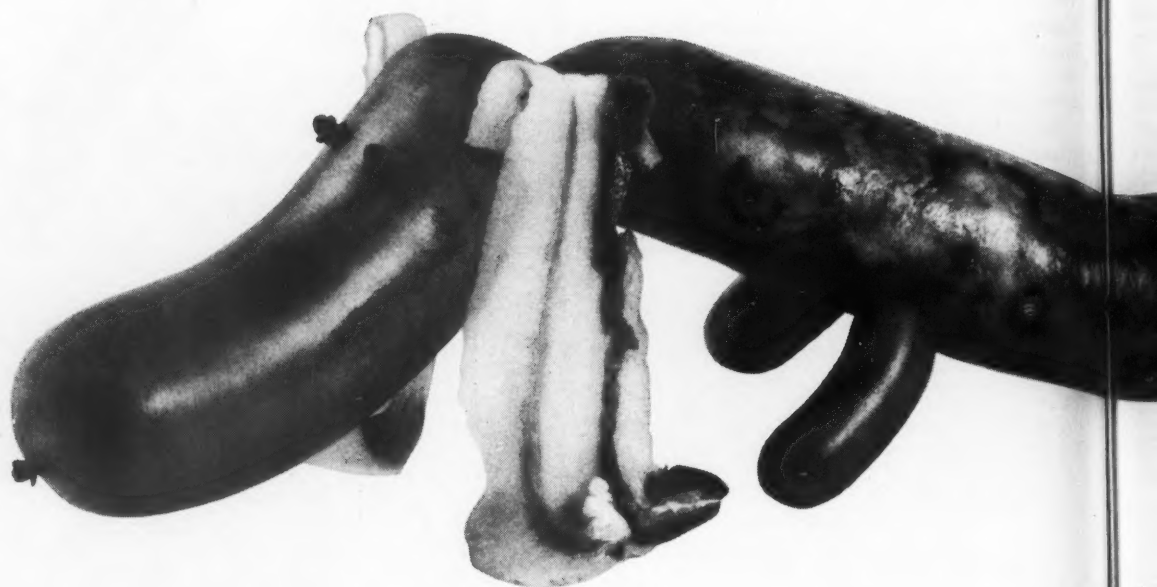
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2421 Hubbell Avenue, Des Moines, Iowa



for low-cost,
easy-to-handle
color protection...

This dog's best f



...Pfizer bulk

Franks or bologna, hams or bacon, whatever your processed meat products, they can be efficiently and inexpensively protected against color fading with Pfizer bulk Erythorbic Acid.

Just a few ounces of Erythorbic Acid or Sodium Erythorbate, added during the chop for franks, bolognas and luncheon meats,

sprayed on pre-sliced ham and bacon, added to the pump pickle for hams, or to the curing pickle for corned beef, will assure you of a meat product that will retain its original eye-appeal and sales-appeal.

And Pfizer Erythorbic Acid is sold in low-cost, easy-to-handle bulk form, especially

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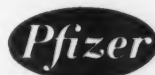
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curing
ou of a
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s suited to modern, high speed processing equipment. Saves you time, saves you money over other forms.

To protect that just-processed color in your meats use Pfizer Erythorbic Acid or Sodium Erythorbate. For additional information and technical data write for Techni-

cal Bulletin 100—Pfizer Products for the Meat Industry.

Science for the
world's well-being



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the Food Industry
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Vernon, Cal.; Atlanta, Ga.; Dallas, Tex.; Montreal, Can.

Chains Seeking Better Beef

[Continued from page 52]

Our prices are a reflection of the efficiencies, or inefficiencies, of the grower, the producer, the feeder and the packer. If we get change and greater efficiencies from you and you give more attention and consideration to consumer desires, we could go a long way toward eliminating any criticism and building greater consumer acceptance of your products.

DO THE JOB: Let me ask you: Is there any reason why the cattle industry, with cooperation of the U. S. grading service, shouldn't produce what Mrs. Consumer wants? What is wrong with making working beef grades out of our U. S. Prime and U. S. Choice?

Only last Sunday, I read an article in a Chicago newspaper under this title: "What Is Prime Beef?" I quote from the article: "Why are these most desirable of meat cuts available only in the best hotel dining rooms? Almost all U. S. Prime is purchased by restaurants." This is a direct reflection on the beef we sell the consumer in our stores. Does it mean our beef is less good? It doesn't have to be!

Are we grading U. S. Prime for the restaurants and hotels only? I don't really think so. However, *Food Topics'* 13th annual survey reported sales of food in all food outlets reached a peak of \$46,010,000,000 in 1959, but this represented only a 1 per cent increase over 1958 sales. At the same time, sales in eating and drinking places rose out of the recession doldrums of 1958 to \$15,546,000,000 in 1959, an increase of 5.1 per cent above the 1958 figure. This was 10 times the rate of increase for food stores. This is undoubtedly largely attributable to a rising economy and increasing family income. However, the fact that U. S. Prime grade beef is sold largely in hotels and restaurants could be a contributing factor. In the retail food business we sell many times more beef tonnage.

Is it possible that our consumers are spending an increasingly larger amount of their incomes in restaurants rather than in food stores because of the fact

that in the restaurants they think they are getting the top U. S. grade beef?

REVISE STANDARDS: Why shouldn't we in the industry, with the cooperation of the U. S. Grading Service, write standards for beef grading which will give Mrs. Consumer the type of beef she wants, that is, the top grades stamped U. S. Prime and U. S. Choice?

As you all know, there were in effect from 1942 to 1956 U. S. grading standards which did produce beef with less fat. In 1950, the U. S. grading service standards were to be liberalized and up-graded. I quote from a letter of November 27, 1950, from the Department of Agriculture:

"The change includes combining the present Prime and Choice beef grades under the name Prime, renaming the present Good grade as Choice, and setting up a new grade to be called Good, which will consist of beef from the higher quality, young cattle, now graded Commercial. Beef from older cattle will continue to be graded Commercial. This revision in the standards will make the grades more useful in reflecting beef production practices and consumer preferences."

Many in the meat industry have questioned whether the interpretation of instructions released to the field grading staff was in the spirit in which they were intended in the letter of November 27, 1950.

In 1956, new U. S. grading standards were released which are the same, word for word, as the 1950 standards except for the introduction of "U. S. Standard" grade. However, under the June, 1956 standards, something happened. In order for the feeder to finish cattle which would qualify for the U. S. Choice grade, he found it necessary to increase his feeding time 40-50 days. We firmly believe that this has resulted in excessively fat beef which Mrs. Consumer does not wish to purchase. This has also resulted in an increase in the retail price which Mrs. Consumer does not like.

I have received a letter from one of our consumers, which says, in part:

"I paid \$1.25 a lb. for a porterhouse steak weighing

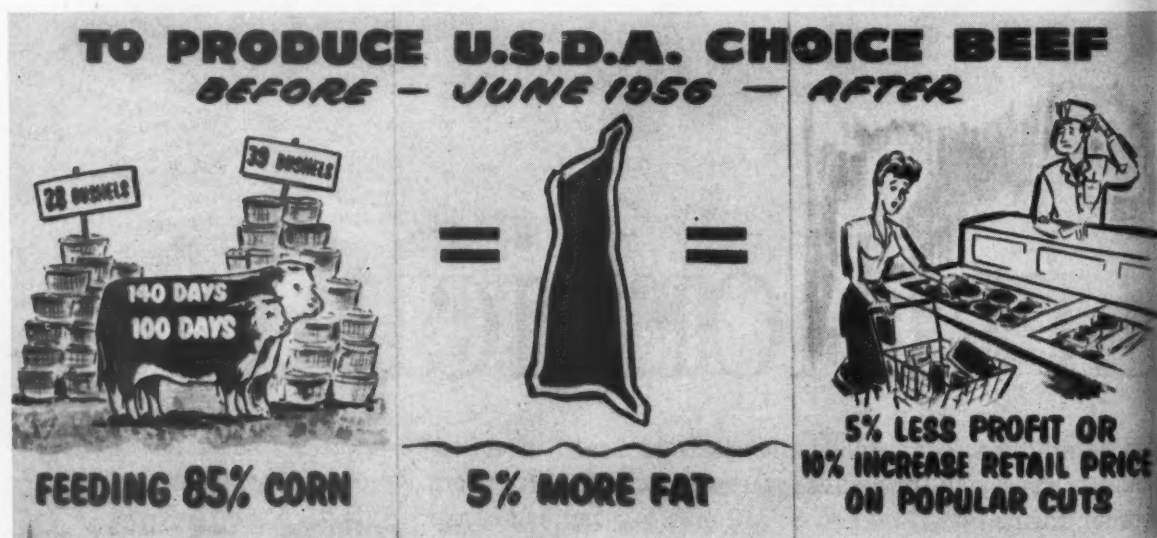
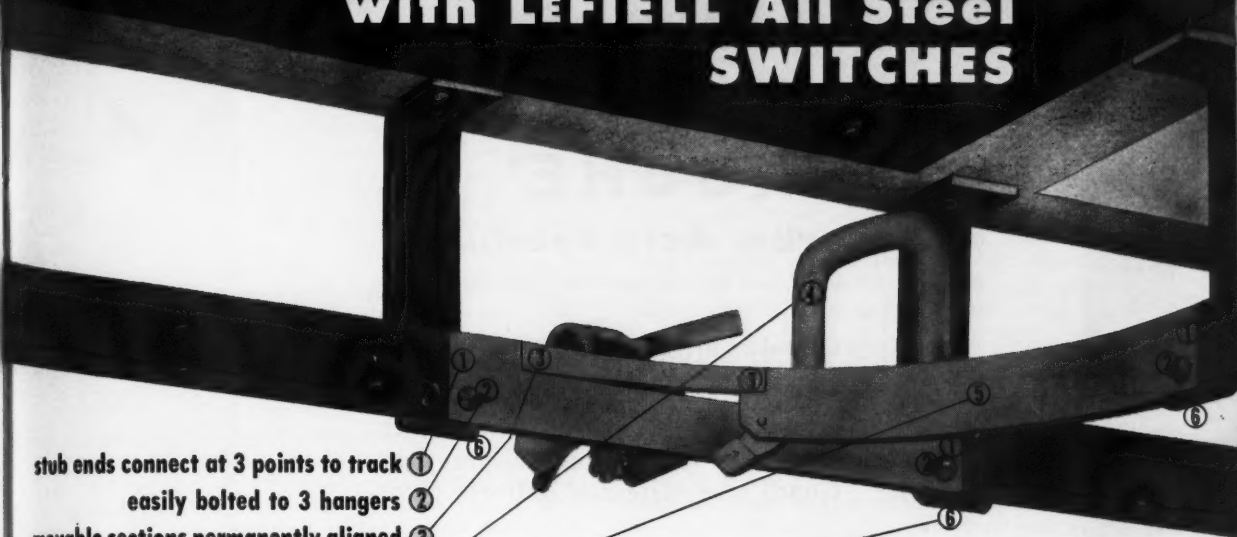


CHART 1: This was used by Chaplicki to illustrate what the change in U. S. grading standards has cost the consuming public over the past three years. Before, the cattle were fed out in 100 days and got the government grade Choice. Then the standards were changed and feeding was stepped up to 140 days. Waste fat

increased 5 per cent over that period and this figure comes from the cutout standards in National Tea Co. on the basis of 400 cattle. It has meant 5 per cent less profit for the retailer or a 10 per cent increase on the best-selling cuts of beef. Change in standards has cost the housewife a lot of money in the last three years.

Save 75% Installation Time -

GET BUILT-IN ALIGNMENT with LEFIELL All Steel SWITCHES



- 1 stub ends connect at 3 points to track
- 2 easily bolted to 3 hangers
- 3 movable sections permanently aligned
- 4 heavy steel yoke forms rigid unit
- 5 complete track curve built in
- 6 hanger lips support track and switch

without question

Finest in the Industry!

Built on different principle

- No curves to bend, no fitting required, no holes to line up, no corner blocks needed, nothing can break or get out of line.
- Exclusive heavy steel yoke holds point in rigid alignment vertically and horizontally.
- All LeFiell switches have identical dimensions and connecting holes. All connections are made on track center lines.
- Installation of new track system with LeFiell switches is simple. Three 2-hole or 3-hole track hangers are used to bolt switch into permanent alignment with track system. Save 75% of time installing as only simple cutting of track is necessary. Costs less installed than so called "less expensive" switches.

**YOU SHOULD INSTALL LEFIELL SWITCHES
AND SAVE MONEY, SAVE TIME,
GET YEARS OF UNINTERRUPTED SERVICE**

ALSO manufacturers of TRACK HANGERS, INCLINE CONVEYORS, KNOCKING PEN DOORS, HOISTS, ELEVATING PLATFORMS, SMOKEHOUSE DOORS, CAGES, TREES, TRUCKS, and other time and money saving equipment. WRITE FOR CATALOG to Dept. G.



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THREE STYLES AVAILABLE



GEAR OPERATED*— trouble-free and rugged

Switch is always fully closed or fully opened. Safety stop moves into place on one track as the other is opened preventing dropped loads. Lifetime trouble-free use.

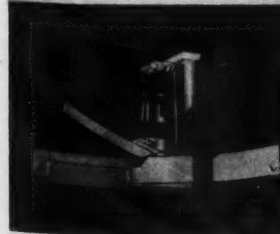
AUTOMATIC*—no open ends, no dropped loads

Weight and forward motion of approaching load along either rail actuates switch, closing one rail, opening other. Smooth safe action assured. No maintenance.



AUTO. FOR DROP FINGER CONVEYOR SYSTEM*— no more hand switching

Switch mechanism above conveyor chain. All switching time saved. No delay in feeding conveyor. No jamming. Smooth trouble-free action.



*all switches available for 1/2"x2 1/2" or 3/4"x2 1/2" track

- gear operated and standard automatic switches available in 1R, 1L, 2R, 2L, 3R, 3L, 3 way R, 3 way L types.
- automatic cut-through and automatic 3-throw switches available.
- automatic conveyor switch available in 1R, 1L, 2R, 2L types, and for hangers with 13" drop. Can be made for longer drop.
- Le Fiell heavy duty steel switches also available for 1/2"x3" and 1-15/16" round bleeding rails.

Designers and Manufacturers of Meat Industry Equipment for Nearly Forty Years

To be sure

cured meat

looks good enough to eat

use **ROCHE***

Ascorbic Acid Products

(F. & D. A. and M. I. D. Approved Additives)

Keep the colors bright . . . the flavor right
. . . appealing on sight to the appetite.

Save curing time. Promote smokehouse economies.
Protect your cured meats from "display case
fading." Guard true taste and uniform color.

order **ROCHE**

- Ascorbic Acid, U.S.P.
- Sodium Ascorbate, U.S.P.

(These are forms of true vitamin C)

*Erythorbic acid and sodium erythorbate
also come right from Roche.*

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St. Laurent, Montreal 9, P. Q.

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1½ lbs. in your store. I feel I was overcharged because I trimmed off 4 oz. of excessive fat. This fat cost me 30 to 35 cents. Inasmuch as I couldn't use these 4 oz. I feel that I paid more than \$1.25 per pound. I feel that actually I paid \$1.50 per pound."

Let me illustrate with Chart I how grading changed after June, 1956, and what this change in U. S. grading standards has cost the consuming public over the past three years.

During the meeting of the technical lamb grading committee, of which I am a member, men of the U. S. grading service said they could rewrite grading standards to satisfy the industry as long as it produces the quality the consumer wants. The U. S. grading service is made up of men who want to do a good job with the grade standards in effect, and their principal aim is to make certain Mrs. Consumer gets the grade of beef she pays for. I have been told that the U. S. grading standards as of now are the most scientific ever. I'm sure this is 100 per cent true, but, like so many standards that are manmade, are they so scientific that they are unworkable, or are the results unwanted?

So far, I have told you what the consumer wants, and what we retailers want to sell and why!

You packers have the big stake in this.

UNEASY: Some recent trends in consumer buying habits have disturbed us. Here are the figures that are the cause of this concern. In the past 10 years, per capita consumption of poultry has increased 60.4 per cent, whereas the per capita consumption of beef has increased only 21.9 per cent. In the same period, the per capita consumption of pork has decreased 2.4 per cent; lamb has decreased 8.3 per cent.

We are not talking about total tonnage increases, but about the increase in popularity of poultry products. This increase has been accomplished at the expense of pork and lamb consumption and, to some extent, at the expense of beef consumption.

Improved methods of producing frying chickens in the early 1940's changed the eating habits of many American families. Fried chicken became an everyday menu item rather than only a Sunday or picnic favorite. Seventeen lbs. of poultry were consumed per capita in 1940. By 1950, this had increased to 24.7 lbs., and by 1959, to 36 lbs. per capita. With an increased tonnage of frying chickens available daily to the retailer, frying chickens became the most competitive item for Mrs. Consumer's meat dollar. The fast growth of poultry consumption in the United States in the last 20 years is almost unbelievable. In the last 20 years it has risen to more than three times per capita consumption of lamb, mutton, and veal, to one-half the consumption of pork and to more than one-third the consumption of beef per capita.

An interesting and illuminating statistic is that in grading poultry approximately 85 per cent is graded Grade A. In beef, according to reports of the U. S. grading service, approximately 55 per cent of the cattle slaughtered in the U. S. A. are offered to the service for grading in the first place, and of that 55 per cent only 3½ per cent are graded U. S. Prime. Are the poultry growers that much more scientific and that much more advanced technologically than cattle ranchers and feeders, so that 85 per cent of their product will achieve the top grade, while only 3½ per cent of 55 per cent of the carcass beef can achieve that top grade? Could this be one of the reasons for the remarkable growth in poultry popularity?

STOP THE FAT: Or, is it possible that our beef grading standards are completely unrealistic? We think that the obvious conclusion appears to be that now is



LABOR relations expert William H. Smith, jr., Federated Employers of San Francisco, points out that the new labor law has created some unforeseen problems for employers and union leaders. WSMFA president E. Floyd Forbes is listening in the background of picture.

the time to stop the production of beef with excessive fat in an effort to regain acceptance which has been lost to the poultry industry.

The cattle feeder should take a good look at the changes made in the poultry industry. The growing time for frying chickens has been reduced to one-half the time it took 25 years ago. We have too many ranchers who hold cattle too long and base their selling only on the condition of the grass in the area. We have feeders over-feeding for extra profit. Of course, ranchers and feeders will defend their actions as good business, and perhaps it is from a short range point of view. However, the future will prove this method mighty costly, as the fed cattle reach the market six months to one year older. These 2½- and 3-year-old fed cattle do not and cannot produce the tenderness Mrs. Consumer wants. The time is fast approaching when the cattle ranches and feeders will have to produce finished beef within 15 to 18 months!

No company has ever succeeded in fighting consumer demands. There are many products in the cemetery where good old products go because they did not change to meet the changing needs and desires of Mrs. Consumer. I don't think the beef industry will ever reach this point, but we in the retail meat business will not forever countenance being forced to trim more and more excessive fat from beef. All of us are forced more and more to raise the retail price to compensate for this extra trim. Thus price, as a function in selling, will continue to depress the growth of your business unless you find some way to eliminate the losses we now take on your overfat beef.

In the final analysis, it doesn't make any difference what I know, or what you think I know, because I have never seen a product succeed and continue to succeed which failed to recognize the danger in static per capita consumption, or which failed to reverse a decline and without acknowledging what the consumer thinks and wants. This is the challenge. This is your job and my job.

All I can do is to bring to you our concern from what we learn from the 5,000,000 families who shop in our stores. The consumer will decide whether she likes it, or whether she doesn't like it. She has already cast her ballot, as is indicated by what you must see in the static per capita consumption of beef and the growth of competitive products.

How can we help you? Is there any information that you need? Do you have any information that we should have? Let us exchange ideas and try to arrive at a solution that will give the lady what she wants!

Sausage Business Can be Profitable If Certain Principles Are Followed

Robert L. Redfearn of Redfern Sausage Co. Points
Out Procedures His Firm Has Used Successfully



THE SUBJECT I shall deal with is "Managing for Profits in Sausage." I shall talk about some of the management principles and policies involved in operating a sausage business for profit. The quickest way I know to capture a meat man's attention is to mention the word "profit." It's the thing we work hardest to achieve, but of which we never quite seem to acquire enough.

I don't want to mislead you into thinking that the methods we are utilizing in our business in Atlanta are necessarily the best way, or even the right way in your case. I don't want to leave the impression that I believe ours to be a model business since it is far from perfect.

Many of you won't agree with some of the things we are doing in our business. However, in our instance, at least we've applied these principles in such a fashion as to bring about the desired results in the form of reasonable profits. That is still an honorable goal, even though it frequently appears that we meat packers seem to have lost our way.

Management functions in this industry are about the same as in any other. They are: 1) Goal setting and giving direction; 2) Organizing; 3) Staffing; 4) Coordinating; 5) Controlling; and 6) Checking. Perhaps we can state them even more briefly in an easily remembered form, as follows: analyze; organize; deputize, and supervise.

CONSISTENT QUALITY: First of all, in the sausage field, as in any other food business, you've got to give more than mere lip service to the principle of consistent, uniform quality. Mark those two words "consistent" and "uniform." After you've determined the quality level suitable for your particular market, you must be prepared to produce this same product day in and day out. It's sheer folly to be constantly changing your formulations and processing methods every time your material values shift upward or downward. Regardless of the quality level you have selected, keep the product uniform and consistent. It will pay off for you at the cash register.

At the time our business was started back in 1947, there was a real need in our market for a high quality line of sausage. We have concentrated our efforts in this direction and left the equally profitable field of medium-grade and lower-priced products to others, who do a fine job of taking care of it. I am pleased to tell you that consumer preference in our area is constantly being upgraded, as I am sure it is in yours. I confidently predict the day is not too far distant when all but a small percentage of the consuming public will reject anything less than the very best products we can produce.

In our plant operations, we place a great deal of emphasis on Monday morning staff meetings. We bring all our department heads in at about 10 a.m.,

after the usual Monday morning kinks have been unraveled, and have coffee and doughnuts together. We set aside an hour to take a close look at the whole picture, and we review last week's results, listen to progress reports on specific projects, and discuss plans for the immediate and near future.

Production efficiency controls have been established in all our major departments. From this information, control charts are developed by our industrial engineer. Performance improvement trends are carefully noted and, whenever a retrogression shows up, prompt corrective action is taken.

Budgetary control meetings, including analysis of our P & L statements, are scheduled for each four-week accounting period. However, we do not wait until the period ends to get information on our results. An estimated weekly operating statement is developed by our accounting department no later than Tuesday afternoon for the previous week. This helps eliminate any "surprises" that may occur throughout the month and affords us time in which to adjust and recover. These weekly P & L's are most beneficial.

COMMUNICATION: We stress communication in our business. I know this is a real problem in large business. But it is surprising how very poor and inadequate communication can become in a small single-plant operation unless top management gives it emphasis. It's imperative at all times, we feel, that you let your people know what you are thinking, planning, and doing, and what you expect of them. This has to be a two-way street, so that you, as management, will know what your people are thinking and doing. I know that each of you can recall instances of stupid, costly errors in your daily operations, due to a simple lack of communication among your people. Good communication in your business may not make you money in the sense of creating new profits, but it will certainly save you a great deal by giving you a smoother functioning and better-informed organization, which is far less likely to make costly errors.

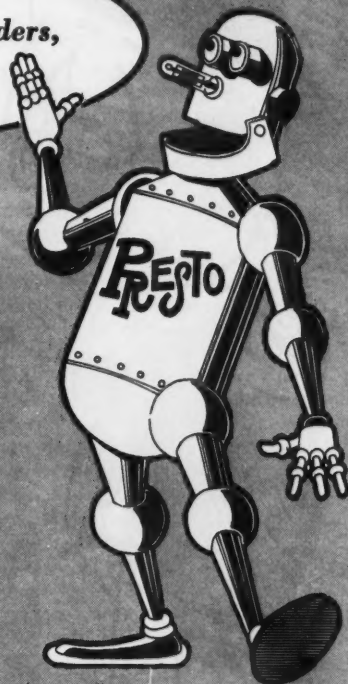
We conduct weekly sales meetings each Saturday morning. Some firms, I know, have these daily and some as infrequently as every three months, but weekly seems to suit our needs, particularly since our distribution setup is a driver-salesman operation.

We use driver-salesmen because we feel we can do a better job of maintaining lower costs with this system and serve our trade more satisfactorily. We train these men to be merchandisers and to think retail. It is our contention that as specialists who sell only a limited number of items, they ought to know more about merchandising sausage products than retail personnel. Our men are charged with maintaining proper inventory at the retail level, assisting in stock rotation and display, and guarding always against overstocking.

Our driver salesmen police their customers' counters



6-machines-in-1
This cutter eliminates grinders,
mixers, mills, mincers
and ice-makers!



Another I. KOBROWSKI CO. Import

PRESTO AUTOMATIC CUTTER

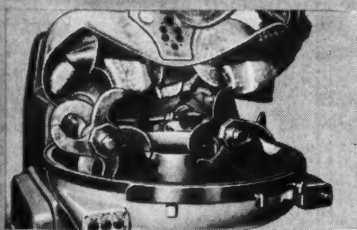
GENERAL SPECIFICATIONS

The Presto cutter produces highest quality sausage . . . canned meats . . . hamburger . . . meat, cheese and fish spreads and pastes . . . baby foods : . . relishes, etc.

In the finished product, moisture and natural color are retained . . . shelf life doubled with almost complete elimination of shrinkage.

*Minimum, not maximum, of fine cut emulsion, based on 40 hour week.
 **Also operates unloader.

MODEL NO.	K60	K10	K175	K40
BOWL CAPACITY	120 lbs.	200 lbs.	350 lbs.	800 lbs.
WEEKLY PRODUCTION				
CAPACITIES	45,000 lbs.*	85,000 lbs.*	150,000 lbs.*	370,000 lbs.*
MOTOR OUTPUT-KNIVES	two/10 hp each	two/20 hp each	two/50 hp each	two/100 hp each
MOTOR OUTPUT-BOWL	1 hp	2 hp	2.8 hp	6 hp
MOTOR OUTPUT-UNLOADER	1/2 hp	1/2 hp	1.4 hp	1.5 hp
MOTOR OUTPUT-HOOD	XXXXX	XXXXX	1/2 hp	1.1 hp**
TOTAL MOTORS OUTPUT	22 hp	43 hp	105 hp	209 hp
NUMBER OF KNIVES	7	7	14	14
ELECTRIC UNLOADER	raises & lowers	manually	manually	manually
HOOD raises and lowers	manually	manually	push-button	push-button
OVERALL LENGTH	3'8 1/2"	4'10"	5'4"	12'3"
OVERALL WIDTH	6'7"	7'4"	5'11"	8'3"
WIDTH LESS UNLOADER	XXXXX	XXXXX	4'1 1/2"	7'5"
OVERALL HEIGHT	3'10 1/2"	4'	4'1/2"	5'3"
TOTAL NET WEIGHT	2320 lbs.	3750 lbs.	8800 lbs.	14500 lbs.



K120 and K200 models have one set of 7 counter-rotating blades; K175 and K40 models have two sets with 14 counter-rotating blades

FEATURES

COUNTER-ROTATING KNIVES: Clear, sharp, direct cut.
SPEED: Top quality, fine cut emulsion in 3 minutes; coarse cut in less time without removing any blades
NO DEFROSTING: You can use large chunks of frozen meat
NO FAT SEPARATION: Over 50% fat in product without separation
NO AIR POCKETS: No whipping of air into product
COMPLETELY AUTOMATIC: 4 push button controls; 2 speeds on knives, 2 speeds on bowl
NO ICE: Automatic water feed uses ordinary tap water
SUPERIOR QUALITY: No mashing, no overheating of product
SAVE SPACE: Can eliminate grinders, mixers, mills, mincers and ice-makers
"DIAMOND HARD" STAINLESS KNIVES: Seldom need honing or grinding
SANITARY: Approximately 2 minutes to clean. No dirt catching corners, compact, enclosed.
 These machines are unconditionally guaranteed for both quality and performance. Buy at convenient terms . . . also available on lease . . . either way, we can show you how the machine pays for itself quickly!

BARLIANT & CO.

1631 S. Michigan, Chicago 16
 WAbash 2-5550



If
You
Like
Originals
!

USE OUR TAILOR-MADE BAGS

... Yes! We tailor-make COTTON BAGS to make your sausage sell faster. Our Art Department will design a COTTON SAUSAGE BAG with Eye-Appeal and Sell-Appeal. Then, give you the fastest service available!

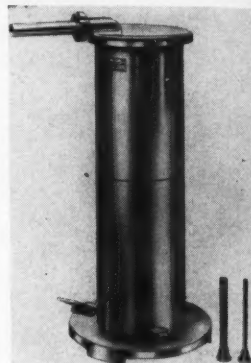
If you want the FINEST quality COTTON SAUSAGE BAGS contact our Sales Department by mail!



Standard
BAG COMPANY

POST OFFICE BOX 1052 HOUSTON, TEXAS PHONE Walnut 3-7618

NEW STAINLESS SAUSAGE STUFFER



Help your business with this time saver. Hydraulic foot pedal frees both hands while operating. 45 lbs. capacity. No motor, no gears, simple to operate. Nothing to wear out, easy to clean. No air, no water, no electrical connection. Weight 88 lbs.

NYLON PUDDING NET



Sanitary, very strong, absorbs no liquids. Save time, save money and replace your old cotton type with this everlasting net made out of non-porous strands.

Capacity	Lengths	Each	Price in lots of 6, ea.	Per doz.
100 lbs	36"	\$6.50	\$6.00	\$66.00
200 lbs	42"	\$7.75	\$7.25	\$81.00
300 lbs	50"	\$8.75	\$8.25	\$93.00

Dealers inquiries invited

**MEAT PACKERS
& BUTCHERS SUPPLY CO.**

2820 E. Washington Blvd.
Los Angeles 23, Calif.
Angelus 3-3834

regularly to prevent our branded items from being offered to the consumer in off-condition. There is nothing wrong with the theory that the packer's responsibility should end when the product is delivered to the retailer in fresh condition. In practice, however, we know that improper stock rotation, bad forecasting, or faulty display practices all too frequently can result in dissatisfied consumers. Let me assure you that Mrs. Housewife is not interested, nor should she be, in who is at fault; all she knows is that she doesn't want any more of your slick wieners or rancid pork sausage. If your retailer is so concerned with his gross profit percentage that he won't take the loss on an occasional few packages of over-age or off-condition products, then you had better be prepared to step in and do it yourself. In our judgment, it's far better to do this when necessary and absorb the loss as a part of your selling cost than to risk the condemnation of your brand by Mrs. Housewife. When she condemns it, all the strict quality control back in your plant and all your expensive advertising won't win her back.

Let's talk for a minute about sales distribution. We don't worship at the feet of this idol called "Market Saturation" or "100 Per Cent Distribution." That's for the bread, or the canned soup, or soft drink people—not the meat packer or sausage manufacturer. It's too expensive for us to market our goods in this fashion. We want to serve those areas in our market, and the class of retailers in those areas, which we can serve well and with mutual profit. There is merit, you see, in selective distribution as opposed to mass "you can find it anywhere" blanket distribution.

CREDIT: Let's touch briefly on credit policies. We have a rather tight one, as illustrated by the fact that our bad debt loss for 13 years totals less than \$1,500. We insist on cash sales wherever possible because we want our men to be salesmen (remember we are talking about driver-salesmen) rather than collectors. We want them to sell the merchandise, deliver it, get the money, and be gone. This, of course, is possible when you are selling sausage items only, so that the size of your average invoice is such that it can be comfortably handled by the retailer from his cash receipts.

You know, I've gotten quite a kick out of all this talk about average selling price and sales realizations in sausage operations. Those of you who operate with a firm price list know what I mean. We have always had a firm, fixed price policy to all our customers, and I can't begin to tell you what we feel it has meant to us in building and maintaining retailer confidence. There are valuable side benefits also in conserving costly selling time for our men and minimizing our sales accounting function. If you have been hesitating about going on a firm price basis, let me suggest that right now is a fine time to take a look at it.

In our business, and I'm certain in most of yours, we have a large waste of several thousands of dollars each year. It's been going on for years, and seems to be getting worse instead of better. In case you haven't guessed, I'm talking about advertising. This is not to imply that I'm against advertising per se, because I'm not. We have over the years allocated a fixed percentage of our dollar sales to this important function. The fairly rapid growth we have enjoyed can be partly attributed to our rather zealous belief in advertising. We look on it as a valuable investment and only wish we could afford to do more. However, the waste I spoke of is there, and the real problem confronting you and me is an attempt to evaluate our ad-

vertising program in order to determine just what is effective and what is money down the drain.

One of the advertising principles we believe in quite strongly is that of consistency. We all know of firms who run hot and cold on advertising, who come in with "sawtooth" campaigns in which they hit hard for a short period and then pull out completely for a time. This apparently serves its purpose; otherwise, it would have been long ago abandoned. For our part, however, we prefer the consistent month-in, month-out type of representation before what we think of as a "passing parade." We must never lose sight of the fact that we are selling to a mobile, fluid population and not to a fixed audience. We have our own conviction as to which advertising medium does the best job for us, but this is purely an opinion, and we have no scientific findings of any type that I can pass on to you. We have always tried to stay close to our advertising for more reasons than the fact that it represents to us a considerable outlay. Your advertising is your principal tool in helping to form what the public relations people refer to as a "favorable corporate image." We touch base often with our advertising agent to see that every line of space or every minute of radio or television time that we buy fits into the concept of our business that we want to build in the mind of the consumer.

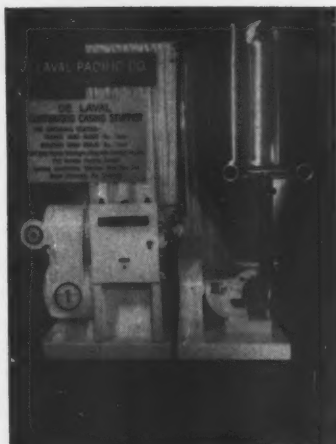
An advertising practice which many people feel to be quite deplorable has come into prevalent use in our industry in recent years. I refer to the growing habit of using U. S. government inspection as a competitive selling weapon in advertising. To my mind, this is an unfortunate situation, since it must inevitably lead to raising undesirable questions in the mind of the consumer that can, and likely will, work to the detriment of our entire industry. The mere fact that one company may have a federal employee paid out of general tax funds located on its premises to police it and enforce certain *minimum* standards of sanitation and quality does not in any way guarantee that the product is superior. All too often, these minimum standards become *maximum* standards as well. We acknowledge among ourselves, you know, that some of these artificial standards are too restrictive and unrealistic, and should be changed.

Let me say to you in all candor that even my impoverished mind can conjure up a great many more effective selling points to use on Mrs. Housewife than government inspection. Let's cut out this absurd practice and instead, advertise and sell our products on their merit as health-giving, high protein, body-building, nutritionally-rich products. This will surely help to build a bigger and better meat industry; whereas the other negative approach—"insist on government inspected products"—can only serve a narrow, self-seeking, and short-sighted purpose.

SAUSAGE MOISTURE: One of the MID restrictions mentioned a moment ago deserves a passing reference. Present limitations imposed on added moisture are too low in the judgment of many industry leaders. This past summer I had the pleasure of visiting a number of sausage and meat plants throughout Europe in the company of several other American meat packers. One thing that impressed us particularly was the quality of sausage being made in Germany, where sausage products as a commodity represent a far greater percentage of the average family's food purchases than in this country. There are many reasons for this, of course, but the principal ones in our collective judgment were the high grade workmanship that went into their products and the lack of any

[Continued on page 92]

WSMPA Equipment Review



1. CONTINUOUS STUFFER: New stainless steel unit made by De Laval Pacific Co. is reported to stuff franks at a rate of 1,000 to 10,000 lbs. per hour and bologna at 5,000 to 30,000 lbs. per hour. Stuffing is done under vacuum and feed hopper and pump are under controlled vacuum. Sanitary construction is employed and stuffer can be disassembled rapidly for cleaning.

2. DRY ICE: Dry ice snow for use in meat grinding, sausage manufacture and other purposes is being produced by this portable bulk liquid receiver of Pure Carbonic Co.

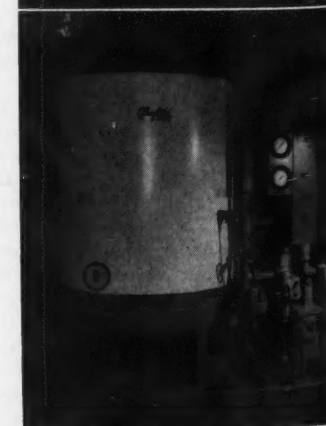
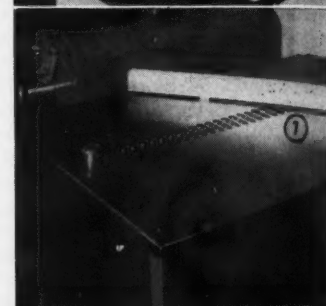
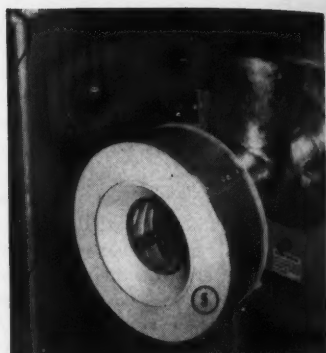
3. SKINNER: All types of pork cuts can be skinned with this new machine which has a cutting width of 14 in. The machine and base are 40 in. high. Working parts are made of stainless and demountable knife is alloy steel with a durable edge. The skinner has an automatic safety-control starter. Liver cheese attachment is not necessary; depth of cut can be adjusted to any thickness of backfat, from .008 in. to .300 in. Can be used to skin smoked bellies with internal temperature above 75° F. Skinner was displayed by Voelker & Company.

4. BRINE PUMP: A steady flow of brine is supplied from the tank to a number of injection stations by the unit shown here. The simple and positive action pump (top) is driven by 40-lb. air pressure producing 80 lbs. at the needle. The unit is made by Meat Packers Equipment Co.

5. GRINDER CHILLER: Circular refrigeration unit, supplied by a compact compressor, is made to fit every size, Nos. 12 to 56. It chills knife and plate sections as well as the grinder and has a temperature control switch so that it can be used in different locations. Freon No. 12 is the refrigerant and compressor motor is driven by 110-volt A. C. Made by Actuator Products Corp., the unit was displayed by Gilroy Sales Co.

6. TENDERIZER: A new model featuring fast, drop-through action. One-third hp. motor operates cutting unit at 100 rpm. Cutting blades are stainless steel, spacers are nylon and strippers are stainless steel. Housing is cast aluminum. Made by U.S. Slicing Machine Co.

7. CLEANER: Motor-driven nylon brush is used for removing bone dust from meat

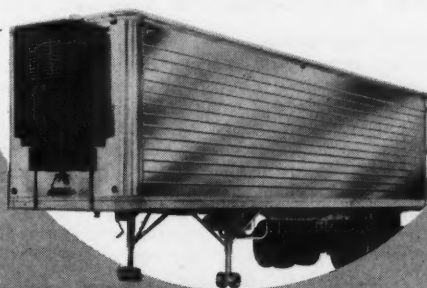


How "Air-Seal Riveting" makes Dorsey Trailers Best for Meat Hauling

The problem of maintaining Zero or lower temperatures is greatly minimized by a new riveting technique that makes an effective vapor-barrier of the side sheets on Dorsey Satellite Refrigerator Vans. The riveting is done on Drivmatic automatic machines of the type heretofore used only to fabricate aircraft, and the work is so efficient that airplane wings can serve as fuel tanks without rubberized bags! While Dorsey engineers originally adapted the principle to add strength and reduce weight in the Satellite's monocoque design*, the extra advantage on insulated models is obvious:

Air-sealed side sheets virtually eliminate cooling loss and moisture gain due to leakage, enabling insulation of any type or thickness to do a more efficient job!

*Drivmatic-riveted joints are 40% stronger than hand riveting because each rivet is inserted in a precision-drilled hole and squeezed (not pounded) under such high pressure that rivet, post and side sheet become practically solid metal.



SINCE DORSEYS COST NO MORE THAN ORDINARY MAKES, WHY NOT MODERNIZE YOUR FLEET WITH THE TRAILERS THAT ARE BUILT LIKE BOMBERS? USE THE COUPON AND GET THE FACTS.

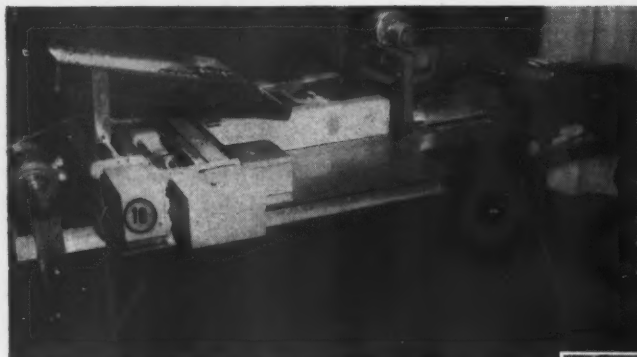


For trailers built and insulated to fit your needs, see your Dorsey Distributor (look in the Yellow Pages)

**DORSEY TRAILERS
ELBA, ALABAMA**

A Subsidiary of the Dorsey Corporation

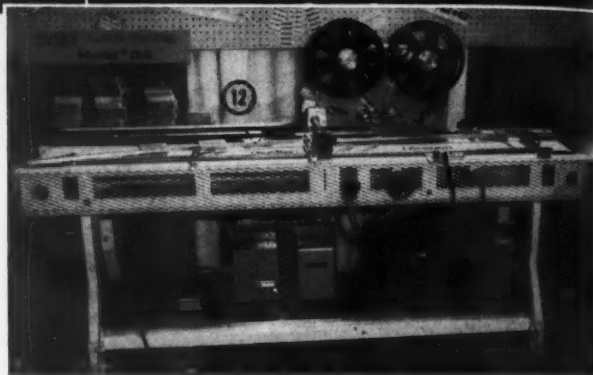
DORSEY TRAILERS, Elba, Ala. NP
Send Free Literature on Satellite Refrigerator Vans.
NAME _____
COMPANY _____
ADDRESS _____



after it has been cut with a band saw. Brush-o-matic unit is made by Barbe-Matic, Inc., and was displayed by Gilroy Sales Co.

8. SHEETER: Transparent sheets of any size can be produced for packaging operations with this unit. After setting, printed sheets can be cut with consistent accuracy and speed. Made by Great Lakes Stamp & Mfg. Co.

9. STEAM GENERATOR: Model on display is rated at 170 hp. and produces steam at 200 psi. Unit is fired with gas or oil or oil-gas combination. Generator is automatic in operation and adjusts to load fluctuations. Burner is shut off if water supply fails and electronic photocell cuts fuel instantly if ignition or flame fails. Thermal efficiency is 80 per cent while weight and size are said to be low in relation to steam production. Made by Clayton Manufacturing Co.



10. WRAPPING MACHINE: Up to 360 packages of frankfurts can be wrapped per hour by one operator using this machine, according to the manufacturer. It

Rugged...Dependable...Practical

Commercial Aluminum Ware FOR HANDLING BULK FOODS!

Ease of handling, storing and cleaning . . . maximum utensil life! Get them all with Commercial aluminum food-handling equipment. Designed to meet the practical requirements of meat and food processors, Commercial utensils are built of extra heavy aluminum with double strength at critical wear points . . . rounded corners and closed beaded edges for maximum sanitation . . . large, roomy handles for quick, easy moving and stacking. Bright aluminum finish is acid, stain, abrasion and corrosion resistant for dependable, long-life service. You get long run economy *plus* lower initial cost when you buy Commercial aluminum food-handling equipment!

Write today for information and prices.



HEAVY DUTY STOCK POT

For extra heavy usage. Heavy steel handles. Available with faucet and strainer. 12 sizes, up to 100 qt. capacity.

STACKING BAIN MARIES

Excellent for replacement of crocks. Save valuable storage space. Alumilite finish. Three sizes, up to 20 qt. capacity.



UTILITY/DISHPAN

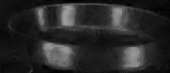
Alumilite finish. Sturdy, versatile, practical. Five sizes, up to 60 qt. capacity.



MEAT TRIM TUBS

Built to take it. Ideal for meat trimmings, storage, etc. Two sizes 20 and 41 qt. capacity.

DOLLY
For handling extra heavy tubs and containers. Available in three sizes, 21" diameter illustrated.



STACKING INGREDIENT PAILS

Stack conveniently for efficient storage. Long wearing service. Three sizes, up to 35 qt. capacity.



HARLOW C. STAHL COMPANY, 1373 E. JEFFERSON AVE., DETROIT 7, MICH.

Also Available: LARGE MIXING BOWLS—Heavy steel handles. Alumilite finish. Five sizes, up to 80 qt. capacity.
PAILS—Versatile, rugged, practical. 4 sizes, up to 22 qt. capacity.

The Little Man Who's always There . . .

SPECO'S "Old Timer"



You're absolutely sure of quality and precision in knife blades and grinding plates when you specify Speco. And Speco's "Old Timer" is the symbol of our 34 years of experience and our never-ending insistence on precision design and manufacture. The "Little Man" is always there when Speco products are being made and his watchful eye assures you of the finest in knife blades and grinder plates . . . always! Speco's electronic drilling system cannot miss. Every grinder plate is produced to exact specifications.

Naturally, your product quality depends on the "tools" you use. When your equipment is Speco, your product quality is assured.

Every Speco product is solidly backed by our written guarantee.

These are reasons why so many processors and sausage makers demand Speco knife blades and grinder plates for cleaner, cooler cuts. Compare Speco with any other make and you'll agree . . .

IT PAYS TO SPECIFY SPECO.

13 KNIFE STYLES for all grinder makes give you the widest range of styles for every grinder. Let us send you our catalog to aid you in your selection.

A SPECO PLATE FOR EVERY GRINDING JOB . . .

and for every grinder make means that you can have the very best—AND IT'S EASY TO ORDER. Just use our handy plate-ordering guide in the Purchasing Guide for the Meat Industry.

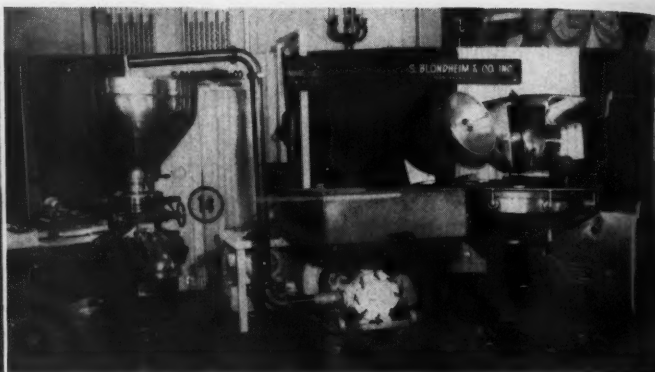
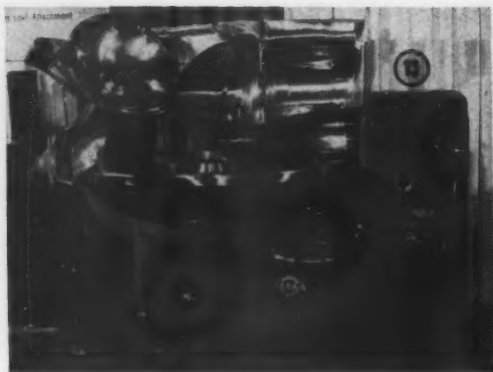
SPECO, INC.

THE SPECIALTY MANUFACTURERS

3946 Willow Road, Schiller Park, Ill. • Gladstone 5-7240, Chicago

THE NATIONAL PROVISIONER, MARCH 5, 1960





uses all flexible packaging films and dispenses and positions the film automatically. Frankfurts are fed from end tray onto sheets and backboard and are carried under sealing apparatus. Supplied by Robert Reiser & Co., Inc., and displayed by S. Blondheim & Co.

11. STOCKINETTER: Boned hams are stuffed positively and rapidly into stockinettes with the aid of this new unit. A trim, taut cut is produced for further processing. Air pressure is used to push the meat through the horn into the container. The unit can be operated by one man. It will accomodate 22-lb. or heavier hams. Made by Meat Packers Equipment Co.

12. LABELER: Machine for automatically applying pressure-sensitive labels is being used here in conjunction with a power conveyor which carries the packages to the labeler. The labels are fed from a roll to an impressor which applies them to a specific spot on the

package. The machine takes labels up to 2½ in. wide and can apply them at rates of 40 to 300 per minute. The labeler is made by Avery Adhesive Label Corp.

13. CUTTER: Draw-cut action which minimizes friction and heat is claimed for this machine. It is made by Johann Laska u. Sohne of Austria and sold here by Voelker & Company. Either fresh or frozen meat can be loaded directly into the cutter; emulsion is brought out at 35 to 40° F. Stainless steel knives are made of cobalt steel and nickel alloy. Dual speed knife shaft and cutting bowl are driven by V belts. Automatic unloader is equipped with a 2-hp. motor. The machine is made with bowl capacities of 200, 300, 400 and 600 lbs.

14. COMBINATION: A Seydelmann silent cutter, pump unit for the movement of emulsion and Swiss Robot emulsifying machine are teamed up in this display of equipment in booth of S. Blondheim & Co., Inc.



IT'S COLDMASTER... FOR TROUBLE-FREE, WORRY-FREE DELIVERY TRUCK REFRIGERATION

- This claim may seem extravagant, but here's an all-electric refrigeration unit that keeps its promise. Users' reports highlight top-rate cooling capacity, trouble-free operation and low maintenance as the features they like best.

Introducing the NEW UNITROL UNIT

Now Coldmaster eliminates costly trouble-shooting and expensive professional service with its new UNITROL, a single-package system control that plugs into the power plant. Positively assures the most reliable refrigeration ever.



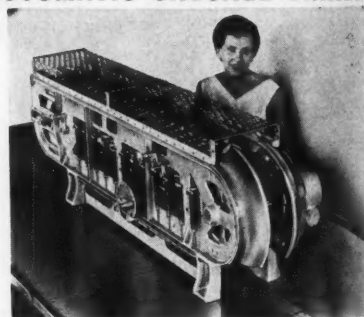
Write for
Coldmaster Catalog

Division of
Construction Machinery Co.
Waterloo, Iowa

New 1960 Model C "FAMCO" AUTOMATIC SAUSAGE LINKER



See Page H/Fa



LATEST IMPROVEMENTS

Links Pepperoni, Polish Sausage as well as Pork Sausage & Wieners . . . Links sheep and hog casings from 16 mm to 40 mm . . . available with or without an automatic cut-off device . . . adjusts automatically to casing diameter.

CAPACITY		FEATURES	
3 inch links & up in ¼ inch increments		Now available in extra long link	
UP TO	16,000 links per hour	Easy to install	
	1400 lbs. of Sausage per hour	Simple to operate	
	2200 lbs. of Pepperoni per hour	Saves 60% of your labor cost	

Write for details about a free trial in your sausage kitchen

"FAMCO" AUTOMATIC SAUSAGE LINKER MACHINE

Division of Allen Gauge & Tool Co.

421 North Breddock Ave. Pittsburgh 21, Penn., U.S.A.
Phone: CHURCHILL 1-6410

THE NATIONAL PROVISIONER, MARCH 5, 1960

The big PLUS



in Oakite



How an Oakite Coordinated Sanitation Program can reduce sanitation costs for you

An Oakite Coordinated Sanitation survey of your plant gives the same effect as adding a sanitation expert to your maintenance staff—except in one respect. It doesn't cost a cent. It *does* do this:

1. It is virtually guaranteed to cut your total plant sanitation cost.
2. It keeps your equipment at top operating efficiency ... prolongs its productive life.

A Coordinated Sanitation survey is simply an experienced and expert over-all view of everything involved in plant sanitation. It shows you economies on materials ... reduces the number of types you need ... points out where it will pay you to *mechanize* cleaning ... details the savings in cleaning crew time and toil. And it's programmed to provide maintenance cleaning *before* trouble occurs.

In his survey of your plant the Oakite man would cover such jobs as trolley cleaning, hog scalding, use of mechanized cleaning equipment, cleaning and re-

conditioning of smoke sticks, ham molds, tote boxes, etc., smokehouse cleaning, water treatment in cooling systems, truck washing, floor washing.

The big PLUS in Oakite

Just one of the plus factors you get with Oakite materials, the Coordinated Sanitation survey combines the experience of the entire Oakite organization, and the latest cleaning research. It's accomplished by a man who really knows his business—and a lot about yours, too. To learn more about it, call your local Oakite man today, or write for Bulletin. Oakite Products, Inc., 20A Rector Street, New York 6, N. Y.



Technical Service Representatives in Principal Cities Export Division Cable Address: Oakite



Processing With CO₂, Quick Chilling and Pump-Stuffing are Sausage Innovations

Robert Thompson of Tee-Pak, Inc. Describes and Analyzes These Successful Plant Procedures

IT HAS OFTEN been said that the meat industry is still operating with antiquated methods and has not kept pace with other industries. I cannot agree with this thinking and evidently a great number of meat packers and suppliers will also challenge such a statement. It is clearly contradicted by recent new developments in sausage manufacturing. Certainly all of us—meat packers or suppliers—are keenly interested in new ideas and developments. Increased profits, which are provided through new developments, may be attributed to improved quality of product or a reduction in costs of operation.

If the new development provides an improvement in quality, your

profit picture is bound to improve. Higher quality is the soundest and straightest road toward increased volume. The reputation that goes with consistent high quality can often demand a premium price.

Admittedly, the meat industry has not been as aggressive as some other fields in reduction of costs. Historically, packers have depended on fluctuations in the cost of raw materials to gain cost advantages. Today, other factors, such as use of manpower and investment capital, are as important, if not more so. Now deserving of primary attention are cost savings in these areas:

1. Labor saving devices or equipment.
2. Higher yields.

3. Increased volume without building expenditures.

4. Faster turnover of product.

5. A reduction in inventory requirements with resultant lower operating capital required.

Among the most important and most effective of the recent new developments in sausage manufacturing are:

1. The use of dry ice or liquid carbon dioxide in the manufacture of pork sausage and hamburger.

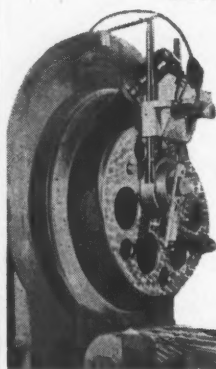
2. Quick chilling of sausage.

3. The use of continuous sausage stuffing pumps.

In any discussion of lower costs and cost control, we can't ignore the ever-present problem of controlling unit package weights for wieners

SHARPENS KNIVES

for cutting Bacon
and Luncheon Meat



"RAINE" GRINDER

- ELIMINATES WASTE
- CUTS MAINTENANCE COST 90%
- IMPROVES PRODUCT APPEARANCE

The "Raine" Grinder, for Involute Bacon and Chipped Beef Slicer Knives, means top performance for your slicer at all times. Daily hand honing is no longer required. Knives are kept sharp automatically in 10 minutes operation of the grinder per week. Knife life is increased over 30%.

The entire mounting, grinding, and dismounting sequence requires about 10 minutes. The Grinder is designed so simply that it does not require skilled labor to operate. Call or write today to learn how you can improve your slicing operation and save.

*ARMOUR PATENTED AND PLANT PROVED

KEEBLER ENGINEERING CO.

1910 West 59th St.

Chicago 36, Ill.

Phone: PRospect 6-2500

PATTY PAPER

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New JULIAN PREFABRICATED CHILL CABINET...**

★ **INGENIOUS DESIGN** makes the Julian chill cabinet compact and complete for easy installation in your present plant.

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Julian ENGINEERING CO.

BUILDER OF QUALITY SMOKEHOUSES AND CHILL CABINETS

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West Coast Representative: Meat Packers Equipment Co., 1226 49th Ave., Oakland 1, California
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and frankfurters. This problem is assuming greater importance with packaging on the increase. The use of automatic packaging machinery makes uniformity and weight control critical. A sizable portion of profits can very easily go down the drain if you permit excessive giveaway. By the same token, state and federal laws require that your packages contain the weights which are indicated on them.

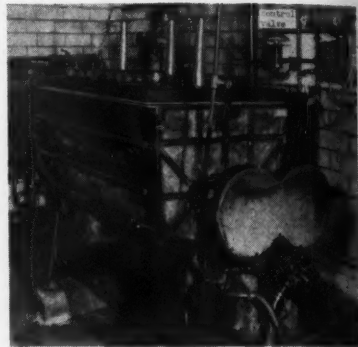
It is not my intention to sell you on the use of carbon dioxide, quick chill cabinets or continuous stuffing pumps. I do wish to discuss the developments in these areas so that you may better evaluate these

changes as they affect your specific operations.

DRY ICE OR LIQUID CO₂: The use of either crushed dry ice or liquid carbon dioxide in the manufacture of pork sausage and hamburger has many advantages to the processor who relies on the use of trimmings from outside sources. Many times the trimmings or boneless cuts will arrive in your plant carrying too high a temperature. The use of such trimmings results in a product which has poor eye appeal and a short shelf life. You may make it a practice to spread the high temperature trimmings on trays and chill them in a low temperature

cooler or freezer. This, of course, adds to labor cost, ties up valuable cooler space, and adds to the age of the trimmings.

These conditions are not necessarily limited to plants purchasing fresh trimmings from outside sources. It is not uncommon for



PICTURE 1: Mixer with CO₂ Injection.

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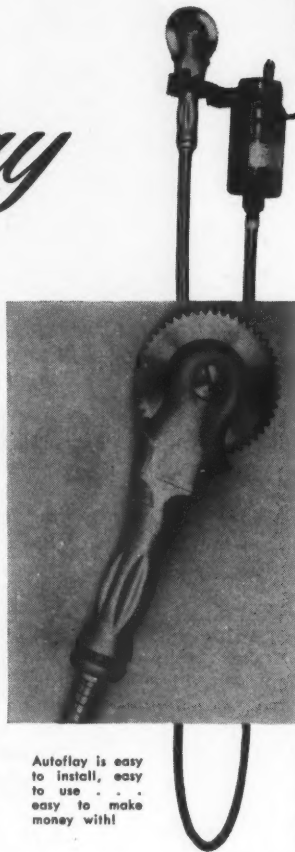
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Lighter weight, American made, mechanically reliable, sealed bearings, no special parts. Electric and pneumatic models. Autoflay's savings amortize its cost quickly.



Autoflay is easy
to install, easy
to use . . .
easy to make
money with!

Write now for complete story of savings in your skinning operations, list of distributors and prices.

PACKERS DEVELOPMENT CO.

444 Glenwood Rd.

Clinton, Conn.

packers who slaughter and cut hogs and cattle to find it necessary, due to overcrowded coolers or insufficient refrigeration capacity, to cut and bone these carcasses at temperatures much higher than desirable. The resulting trimmings and cuts will not produce high quality fresh pork sausage or hamburger. Such excess trimmings can't be boxed or barreled for shipment without the danger of returned product, or a loss through claims of sub-standard product.

Quick chilling during the manufacture of pork sausage, using the refrigeration properties of CO₂, in either dry ice or liquid form, has become an accepted practice in many plants.

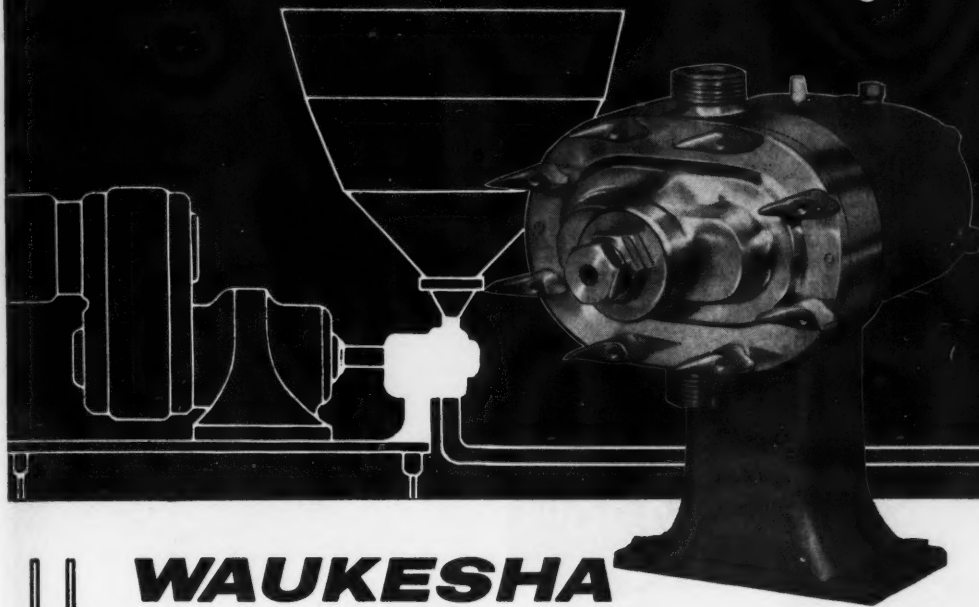
Increases in sales have resulted due to the production of a more uniform product and one with increased shelf life and an increased period before greying appears. The product has greater eye appeal—with a definite bloom and better defined lean meat particles. Both of these qualities have been a result of maintaining temperatures below 40° F. through the grinding, stuffing, linking and packaging operations.

One packer, using dry ice in the production of hamburger, estimates that the cost is 35¢ per cwt., and considers this sum to be nominal insurance in obtaining a product with top quality.

Another packer informed me that complaints and returned products have been virtually eliminated since he started using carbon dioxide in liquid form for chilling his pork sausage product.

The use of CO₂ in liquid form,

50% faster stuffing time



3A APPROVED

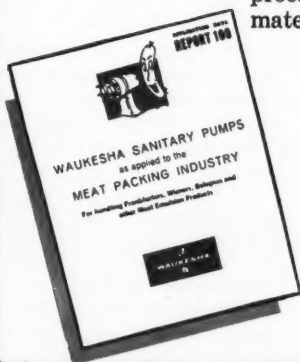
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This Waukesha pedestal pump with *vertical* ports is automatically controlled at the stuffing horn. The same system can be easily modified to fit your plant; also, extensively used in the transfer of meat emulsion products. Tested and proved by leading meat processors from coast to coast. Let our engineers help you automate your stuffing operation for greater volume at less cost.



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for large volume operations, is probably the most versatile of the two methods. CO₂ is piped directly from the liquid accumulator to one or more points of application with little or no labor required. The accumulator is furnished by the supplier and assures you of an adequate supply when needed.

Generally the liquid line is connected to the mixer using expansion-type nozzles. By simply opening a valve, the CO₂—changed to dry ice crystals—mixes with and quickly chills the trimmings.

The chilling takes place during the

normal time used in adding and mixing the spices, or the blending of fat and lean trimmings. Temperature drops of 10 to 15° are easily obtained in this short period. A timing device mounted on the wall insures a proper amount of CO₂ for reaching the desired temperatures.

The use of CO₂ in the dry ice form accomplishes the same results as the liquid form in the mixer. However, dry ice does require a storage container and a crusher to convert it to granulated form. It also requires labor to operate the crusher and deliver the granulated ice to

the point of application. During this time, a considerable amount of CO₂ will be lost through evaporation.

Packers who do not normally use a mixer and grinder, but instead perform these operations in a chopper, may add CO₂ there.

If, in making hamburger, you do not normally use the mixer for blending fat and lean trimmings, the addition of granulated dry ice at the grinder will also produce the necessary temperature drop of 10 to 15°. This method is now being used by several packers.

Pork sausage operations as generally employed by most packers include mixing, grinding, stuffing, transfer to a low temperature cooler (for a drying period as well as to lower the temperature of the meat itself), transfer to the packing cooler, packing, transfer to a holding cooler, and finally, shipment. The operation of pre-chilling trimmings is an added and costly operation for many meat packers.

When using liquid carbon dioxide, any pre-chilling of trimmings is eliminated, since this is accomplished

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PICTURE 2: CO₂ used in truck cooling.

in the mixer. The operations suggested are mixing, grinding, stuffing, packing on the stuffing table, and shipping. Several operations and cooler holding periods have been eliminated.

Condensation on link sausage during packing on the stuffing table may be a problem. One packer has been successful in overcoming this condensation problem through the application of liquid CO₂ at this point; here it is employed as a drying agent. Additional development work is now underway in a further effort to simplify and overcome the condensation problem.

Fresh pork sausage, adequately

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chilled with CO₂, and packed on the stuffing table, does not carry too high a temperature. The packed sausage is ready for immediate shipment and does not require additional conditioning in a freezer. This results in a reduction in inventory, saves cooler space and adds to the shelf life of the product. In some instances a small quantity of granulated dry ice is added to the cartons of bulk and link sausage to reduce the amount of condensation-forming moisture.

The versatility of liquid CO₂ is further demonstrated in pre-chilling

or post-chilling a trailer truck. Many packers throughout the country are using this method of chilling to insure adequate refrigeration of their product to its final destination. The cooling equivalent of several tons of refrigeration is applied in minutes. The trailer refrigeration unit needs only to compensate for normal heat transfer.

QUICK CHILLING SAUSAGE:

One of the most recent developments in sausage manufacturing—a very versatile and highly profitable one—is the use of quick-chill cabinets or coolers. While still used on

only a limited scale, these coolers are being accepted rapidly especially in processing plants located in the midwestern area.

Quick chilling equipment consists of low temperature—in the 0° F. range—blast chill cabinets or coolers. In outward appearance these are very much like modern smokehouses. Fans mounted in front of the refrigerating coils create a very turbulent high velocity flow of cold air around the product in such a manner as to promote uniform chilling in all parts of the chill cabinet. The cabinet will accommodate product on cages or trucks.

One particular style of cabinet is currently being manufactured in sizes to accommodate two, four, six

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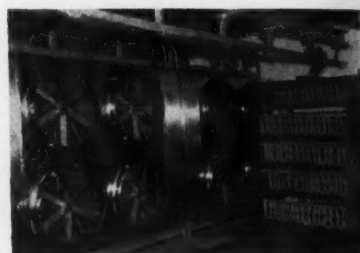
- ☐ Please send me information on your low-cost rendering plant odor control technique
- ☐ Please have representative call

Name _____ Title _____

Company _____

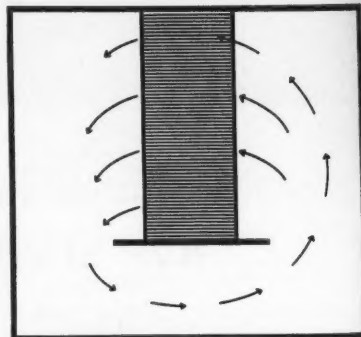
Address _____

City _____ Zone _____ State _____



PICTURE 3: Franks chill swiftly here.

or eight cages. The cabinets are only slightly larger than smokehouses of equivalent cage-capacity. The packers using this method of quick chilling their sausage items are quite enthused over the results and rightly



PICTURE 4: Chill circulation pattern.

so. The benefits derived from use of this quick chilling procedure have been quite extensive.

Packers can take wieners, carrying an internal temperature of 90°, directly out of the shower, and chill them to an internal temperature of 40° in a matter of 5 minutes. Large bologna can be chilled to the same degree in 1½ to 2½ hours, depending upon the diameter of the product. These products are then



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Diamond Crystal Flake-type Salt, because of its freedom from impurities, reduces precipitation reaction between salt and other cure ingredients. Therefore, if quality makes a difference in your product—the quality of the salt you use will make a significant difference.

A staff of experienced food technologists is available for your use. For more information, call the nearest Diamond Crystal sales office or write Diamond Crystal Salt Co., St. Clair, Michigan.

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ready for peeling, slicing, or packing for shipment, whichever the case may be.

Let us take a hypothetical example to show the relationship between production and inventory of finished

QUICK CHILL	
Standard Cooler	Quick Chill Method
Daily Production—lbs. 20,000	20,000
Equipment	Fewer Cages
Inventory in cooler—lbs. 24,000	8,000
Shelf life of product . . . 7 days	8-9 days
Shrink—lbs. 2% = 400	1% = 200
Color—Bloom	Improved
Labor	\$ — Savings
Flexibility	Production schedule based on orders. Fewer shorted orders.
Estimate Production Schedule	

sausage in the holding cooler the following day. The inventory of 24,000 lbs. carried when using a

standard chill cooler represents the previous day's production of 20,000 lbs. which has been chilling overnight, plus a minimum of 4,000 lbs. carried over a second day. This carryover into the second day is necessary in many plants. Smoking and cooking the larger items at night requires an extra day for chilling.

However, by using the quick chill method, packers are able to package and ship up to 80 per cent of their daily production within the same 24-hour period in which it was produced.

The 8,000-lb. inventory carried under the quick chill method represents a carryover of 40 per cent, and means that a conservative estimate of 60 per cent was packed and

shipped on the same day it was produced. You can readily visualize the savings in operating capital requirements, as well as the savings in cooler space, even with this more conservative estimate.

One of the original users of the quick-chill method actually had planned on a building program to expand his coolers. The installation of a quick chill cabinet within his existing cooler saved him this building expense, as well as freeing additional space and reducing congestion. At the same time he was able to eliminate storage racks and release cages which had been tied up with inventory.

The shelf life of the product is naturally increased by one to two days when this time element is reduced at the plant level.

A saving in cooler shrink of 1 per cent is probably on the conservative side. Various tests indicate that the reduction in shrink at one plant is closer to 1½ per cent or 75¢ per hundredweight of product. I have actually observed wieners coming from the chill cabinet—chilled to an internal temperature of 40°—still carrying droplets of shower water.

Improvement in the color and bloom of quick-chilled product is readily noted by the observer. It is difficult to picture comparisons. This feature is one that you must see for yourself.

Labor savings result from a reduction in inventory. The double handling of the product on and off of storage racks is held to a minimum. The elimination of congestion in the holding coolers also permits a free flow of cages and trucks through the cooler.

The peeling performance of skinless wieners has been decidedly improved, according to one packer. His percentage of damaged wieners dropped to almost zero. Formerly one or more operators peeled "misses." This is now done, in conjunction with other operations, on a part-time basis.

The flexibility of quick-chill cabinets was demonstrated by one packer during the past Christmas season. This packer received a large order for smoked hams at a late date and did not have a sufficient supply to fill the order. He solved his problem by taking fresh hams from the hog cut, pumping and moving them directly into the smokehouse, and then chilling them in the quick-chill cabinet. The hams were ready for shipment within 24 hours after he had accepted the order.

This same packer is using his quick-chill cabinet to temper bacon for slicing. He also uses the cabinet

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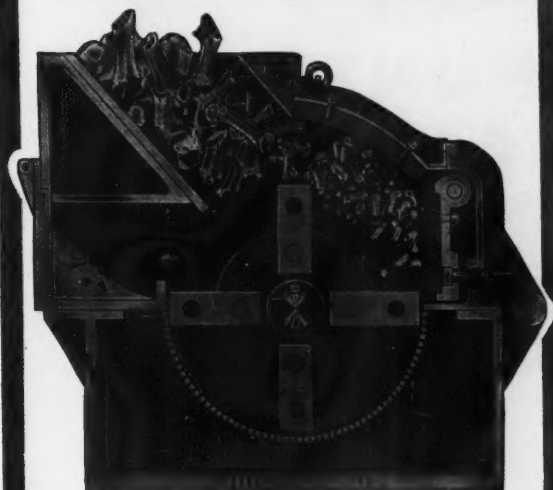
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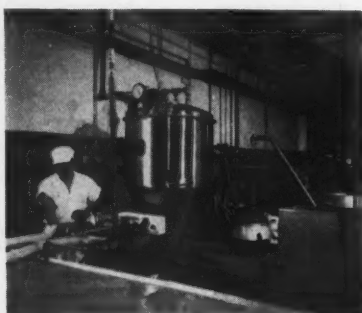


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to chill offal, when it is expedient to do so, rather than short an order.

CONTINUOUS SAUSAGE STUFFING: Another recent development in sausage manufacturing is the use of pumps for continuous stuffing operations. These pumps are quite costly with initial investment running two to three times that of a pneumatic stuffer.

I find that the various types and models now on the market have

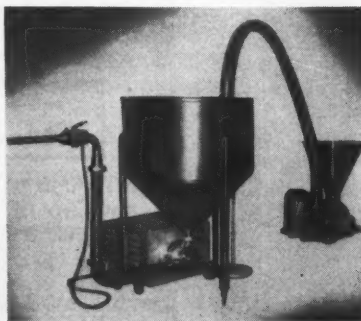


PICTURE 5: Continuous stuffing.

been accepted in a number of areas. In some cases, the savings to packers have justified the higher investment. In other cases this would not be true.

One packer has reduced his labor cost for the operation of stuffing and linking wieners by 20 per cent since the installation of a continuous stuffing pump. This was brought about through the elimination of down time or non-productive time for two linker machine operators, and a saving in the stuffer operator's time for loading the single pneumatic stuffer. The emulsion is now pumped from the emulsifier directly into the hopper of a pump, thereby making it a continuous operation. The savings when stuffing large product such as bologna is somewhat greater than that for skinless wieners, due to the fact that the ratio of down-time to stuffing time is greater for these items.

A second plant is experiencing the same results with a slightly differ-



PICTURE 6: Mill to stuffer hookup.

ent setup. Due to the physical layout of the sausage kitchen, it is necessary that the stuffer operator load the hopper of the pump by means of a hoist and dump bucket. However, due to the faster stuffing with a pump, he is able to stay several stuffed strands ahead of the linker machines, so as to keep the linkers operating while the hopper is being loaded.

Plants having tandem pneumatic stuffers actually have a continuous stuffing operation and experience very little if any down time. The installation of a pump in a plant such as this would prove to be profitable if the layout was such that the emulsion could be pumped directly into the hopper, thereby saving the labor of loading the stuffers. Advantage may be gained if a plant is desirous of increasing the number of linkers on the line, but is handicapped by limited stuffing speeds of present equipment. It is obvious that the stuffing pump's application will depend on plant layout and stuffing conditions.

All of the pumps that I have observed to date have a variable speed drive. Time studies show extrusion time for a 55-foot strand of skinless

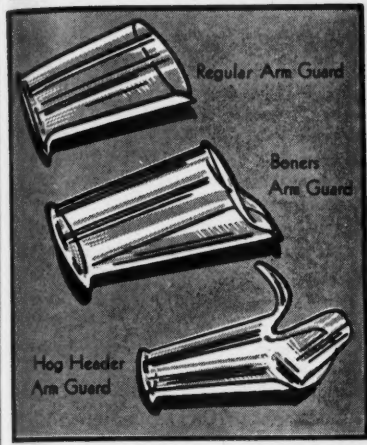


PICTURE 7: Another pump stuffer.

casing to be as low as 5 to 6 seconds, even with fairly heavy emulsions. This extrusion time, combined with the time to place a strand on a horn, approximates 9½ seconds for the total operation of stuffing one strand. The time required to link one strand in 5-in. lengths is approximately 57 seconds per linker machine. Therefore, one stuffer operator is able to stuff for six linker machines. I know of one west coast packer who is currently operating seven linker machines fed by one stuffer. Of course, in a setup such as this, you must have additional personnel on the bench to tie the stuffed strands. This operation also requires approximately 9 to 11 seconds per strand.

I do want to offer a word of

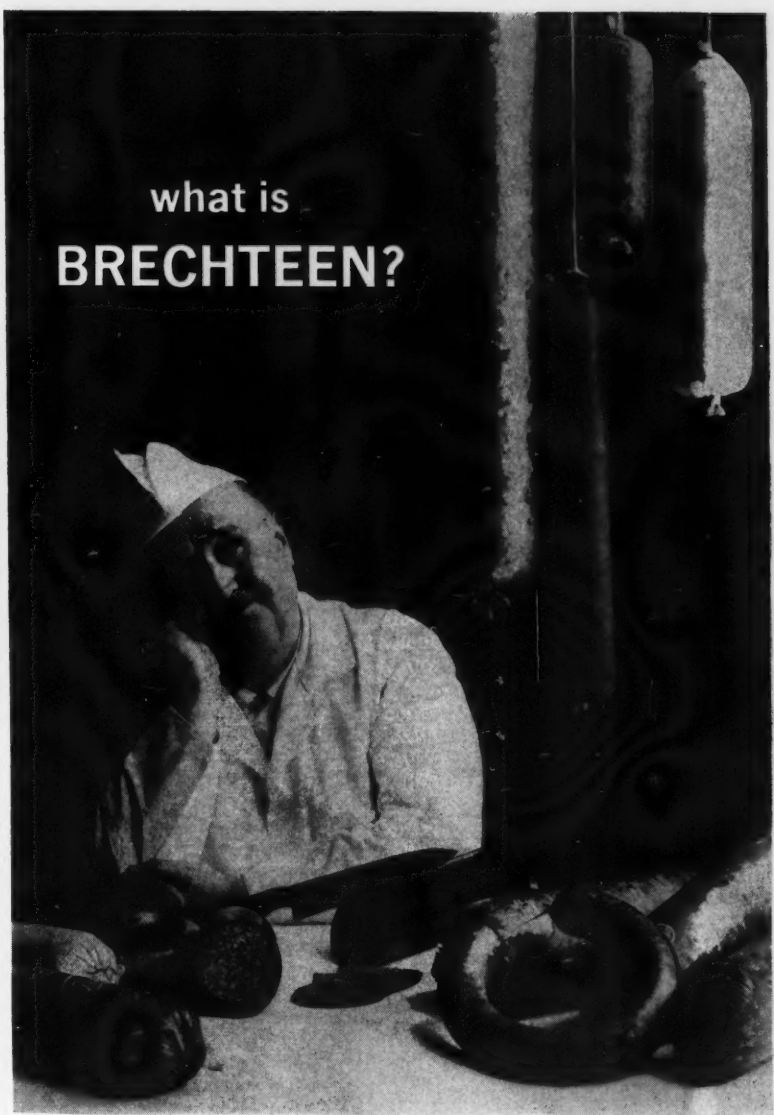
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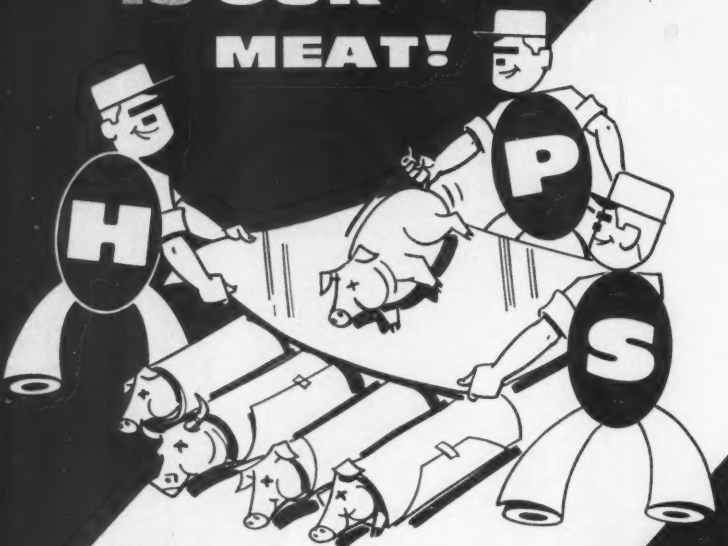
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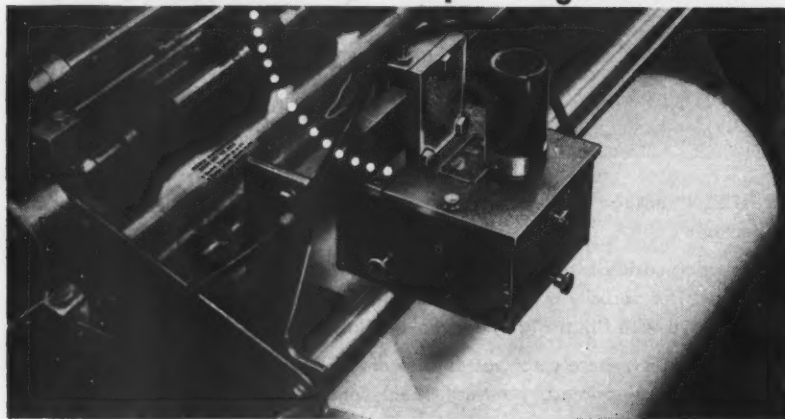
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caution on stuffing at extremely high speeds. The possibility exists that the operator may lose control of the strand weights. This brings me to the profit-important subject of weight control.

UNIT WEIGHT CONTROL: Approximately one year ago I headed a technical group, including a consulting industrial engineer, in a "Cost Study." Subject of this study was the operation of producing skinless wieners from the point of stuffing through packaging. The research was conducted in several plants throughout the country and revealed a considerable spread in costs between the plants. A part of these discrepancies could be attributed to the variations in the lineups of the stuffing and linking crews, the methods and lineups of

WEEKLY TONNAGE - COST - \$

Excess Give-Away Per Package (oz.)	5,000	10,000	25,000	50,000	75,000
1/4 oz. at 40c lb. =	\$31.00	62.00	156.00	312.00	468.00
1/2 oz. at 40c lb. =	\$62.00	124.00	312.00	624.00	936.00
3/4 oz. at 40c lb. =	\$93.00	186.00	468.00	936.00	1404.00

peeling and packaging, the physical plant layouts, and the types and sizes of equipment. However, the greatest discrepancy in cost did not exist in labor, even though it was quite substantial, but rather in give-away weight in 12-, 14- and 16-oz. packages.

We found that most plants attempt to hold such package weights to an average of 1/4-oz. giveaway, with a maximum tolerance of plus 1/2 oz. in any one package. A few of the plants were meeting this goal through adequate control at the



PICTURE 8: Weight checked on table.

point of stuffing. There was very little cost involved to make weight on those few packages which were not within tolerance. Others met the goal entirely through "make-weight" at considerable labor expense.

It was surprising to find a number

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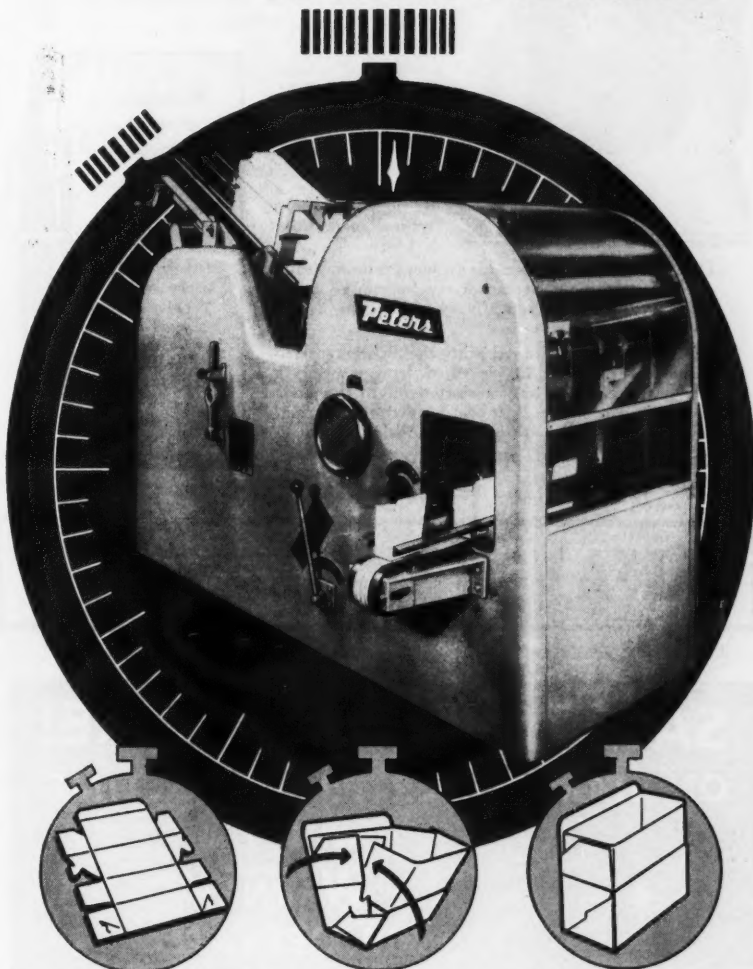
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1/2 SECOND! From Die-cut Blank to Lined Carton



1. Blanks are fed from
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2. Paper liner is cut,
then folded with blank

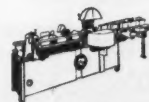
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to form finished carton

**120 lined cartons every minute . . . lowering your costs for
packing lard, shortening and other packing plant products
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automatic. Operates at variable speeds. And can be made adjustable
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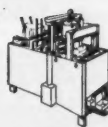


*Ask for a demonstration or write for
descriptive literature*

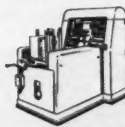
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and closing machines



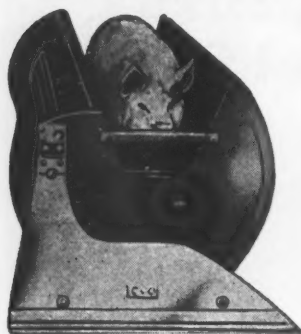
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Portable Schermer Hog Lift and Humane Stunner



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YOU'VE BEEN LOOKING FOR

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WSMPA CONVENTION

Hog enters lift and then his forelegs automatically operate a spring that causes the bottom to drop. Now the hog is in a firmly wedged position and cannot move.

After the hog is stunned with the Schermer Humane Stunner, the lift is tilted by operating a side lever, and the hog is ejected on to the floor or a conveyor system. Lift and hinged bottom then automatically return to original position.

OVER 200 HOGS PER HOUR CAPACITY.

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For cattle
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Swift, Sure,
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No recoil.
Easy upkeep.
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of plants in which the actual giveaway weights were in the high brackets. It was not uncommon to find as much as a 2-oz. giveaway in individual packages, or an average giveaway of 3/4-oz. per package. The need for reviewing and correcting such costly procedure is readily apparent.

The installation of a packaging line, in which automatic wrapping machines are used, makes it imperative that the weight be controlled. To make weight on each package is out of the question since the benefit of the automatic equipment would be lost. An automatic scale in the line, which rejects over- and under-weight packages, loses its effectiveness, unless most of the packages are within tolerance.

Several methods of control are being used at the stuffing level to obtain the desired finished weights. One of these is visual control by the stuffer operator, with a periodic check of the stuffed strand diameter using calipers. This method is suitable for bulk packaged wieners, but has proved to be entirely unreliable for unit packages.

A second method of control, and one which is used quite extensively, is that of periodically check-weighing a given number of links as a guide for the stuffer operator. This method has certain drawbacks. The random sample periodically check-weighed usually represents only about 1 per cent of total production. The information gained from such check weighing comes too late to affect the strands which are already on the table and those in the linker machines.

A third method of control, and one which has proved to be reliable, is that of stuffing every strand onto a 20 x 24-in. platform scale which is imbedded in the stuffing table. This method enables the stuffer operator to adjust immediately to compensate for those conditions which affect stuffing capacities or weights. This method causes very little, if any, delay to the operator. Actually, it increases production through the linker machines, as compared to the previous method. There, a linker machine operator must stop the linker, break off a given number of links from the strand, weigh them, and then proceed to retie these links to the strand.

Incidentally, if you employ multiple stuffing and linking crews, the use of different colored linking machine string for each crew will enable you to trace faulty weight control directly to the responsible individuals.

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in any method of weight control is uniform link lengths on all linking machines. In our studies this past year we found link lengths to vary as much as 3 per cent between individual linking machines. This, of course, results in relative inaccuracy in weight control. Elimination of this variable is a necessity and can be accomplished through the use of a standard guage for setting link lengths on all machines in the line.

A third variable which enters the picture is smokehouse and cooler shrink. Here again we found as much as 2 per cent variation between smokehouses. When this 2 per cent variation was reduced to finished 1-lb. packages, we found it to be equal to one-third of an ounce. This was sufficient to cause these packages to fall in the underweight or overweight classification.

If you are having a weight control problem, I suggest that you analyze it from these various angles. By pinpointing the causes, you will then be in a position to take action.

If you are in doubt as to the actual giveaway weight cost in your plant, I strongly advise that you check it thoroughly. You may be a philanthropist without obtaining the credit.

These are but a few of the factors affecting your profit picture. Actually, in our fast developing industry, there is every reason for optimism. With a growing population, requiring more per capita of everything we use, eat, or wear, there is a sound basis for predicting a sizable increase in our sales.

Projections of sausage production during the next decade vary greatly, but, in the final analysis, it all depends on you. If you can take advantage of new developments to produce uniformly superior products on a more profitable basis, the future is indeed bright. It is up to us to see that the industry realizes its fullest potential.

That is the new development picture as I see it. However, before closing, I should like to give credit to those organizations and individuals who were so helpful in the preparation of this material. I am indebted to Liquid Carbonic and Pure Carbonic companies for data on CO₂ systems. Gebhardt Refrigeration Company and Stoppenbach Packing Co. supplied information on quick chilling. Continuous stuffing pump data were obtained from Kent Machinery, St. John, Anderson Pump, Grand Taste Packing, Hygrade Food Products Corp. and THE NATIONAL PROVISIONER. I must also acknowledge the help of my associates at Tee-Pak.

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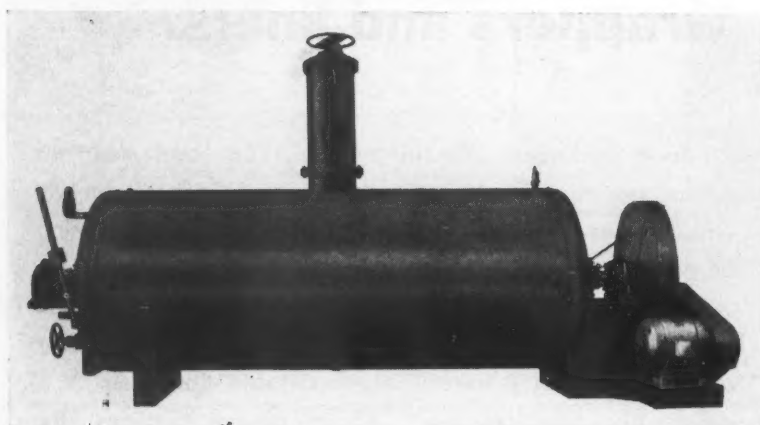
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THE DUPPS COMPANY
Germantown, Ohio

Success in Sausage [Continued from page 69]

limitations on moisture. Certainly it could not have been due to materials, because, as you know, the materials used in this country are superior. You know what the Germans eat at coffee break? Sausage! And why do they eat sausage?—Well, partly because of heritage and habit, but also because their sausage is *delicious*, and they are aware of its nutritional qualities and high protein content. Until we, as an industry, are successful in our efforts to bring about some long overdue revision in the regulations that control our processing, we will continue to be hampered in producing the kind and quality of sausage products that the consuming public would prefer.

In these days of high corporate income taxes which seem to be almost confiscatory, it behooves all of us who own or manage business, and I'm told that would include most of this audience, to examine our depreciation schedules. Why would I mention this in a talk on profits? Simply because inadequate depreciation charges can result in your paying exorbitant taxes on profits that do not exist. When I've mentioned this subject to friends in the industry located throughout the country, I have been amazed at the answers. Usually, it goes something like this, "Oh, I don't pay any attention to that, I let my auditor or accountant worry about it." Well, in most of those cases, you will find that the depreciation rates are standards taken right from the Internal Revenue department's book, which normally makes little or no allowance for an extremely critical factor—obsolescence. Not even a revenue agent can dispute the fact that sausage production equipment is subject to rapid change and improvement; hence, the justification for an increasingly faster write-off.

I have one more thought to leave with you, and I'll be through. Until recently, we meat packers have sought to console ourselves with the perverse reasoning that even though we fail to make a decent profit, our competitors fare just as poorly. Those days are behind us now. We've just witnessed a moderately good year for those of us in the sausage business, and with predictions for continued ample supply of raw materials at reasonable prices, the outlook for the future looks bright indeed. I prefer to believe we have learned some valuable lessons regarding below-cost selling. Henceforth, we are going to devote our attention to developing new equipment and adopting new techniques.

THE NATIONAL PROVISIONER, MARCH 5, 1960

ALL MEAT . . . output, exports, imports, stocks

Meat Production Down Sharply; Below 1959

Production of meat, hampered to a great extent by adverse weather conditions in the Midwest, declined sharply in the week ended February 27. Volume of production under federal inspection for the period at 382,000,000 lbs. was down 12 per cent from 432,000,000 lbs. for the previous week and the smallest volume in several weeks. Volume of output last week was also slightly below last year's output of 386,000,000 lbs. for the same February week. Slaughter of cattle held a commanding lead over last year, while that of hogs was about 8 per cent smaller than a year ago. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)	
	Number	Production	Number	Production
	M's	Mil. lbs.		
Feb. 27, 1960	315	189.3	1,280	170.8
Feb. 20, 1960	355	213.4	1,450	195.2
Feb. 28, 1959	286	173.2	1,394	187.7

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number	Production	Number	Production	
	M's	Mil. lbs.	M's	Mil. lbs.	Mil. lbs.
Feb. 27, 1960	95	10.7	230	11.7	382
Feb. 20, 1960	92	10.3	260	13.3	432
Feb. 28, 1959	97	11.1	262	13.5	386

1950-60 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.
1950-60 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Feb. 27, 1960	1,055	601	230	133
Feb. 20, 1960	1,055	601	234	135
Feb. 28, 1959	1,064	606	232	135

Week Ended	SHEEP AND LAMBS				LARD PROD.
	Live	Dressed	Live	Dressed	
					Per cwt. Mil. lbs.
Feb. 27, 1960	200	113	105	51	— 43.2
Feb. 20, 1960	200	112	105	51	— 49.0
Feb. 28, 1959	200	114	105	52	13.9 44.9

TOTAL MEATS, MEAT PRODUCTS, AND BYPRODUCTS GRADED, OR CERTIFIED AS COMPLYING WITH SPECIFICATIONS BY THE U. S. DEPARTMENT OF AGRICULTURE, CALENDAR YEARS 1959-58

Month and year	Beef	Veal	Lamb, yrli.,	Totals	Meats, lard	Grand totals
	1,000 lb.	1,000 lb.	1,000 lb.	1,000 lb.	1,000 lb.	1,000 lb.
January	545,662	9,340	28,091	583,093	11,116	594,209
February	465,081	8,495	24,038	497,614	11,075	508,689
March	515,925	10,686	25,298	551,909	10,863	562,772
April	552,138	12,728	20,799	585,665	11,884	579,549
May	535,022	13,857	17,558	566,437	11,910	578,347
June	575,684	16,189	17,173	608,046	11,830	620,876
July	603,940	19,231	19,651	642,822	12,071	654,893
August	572,142	16,924	19,363	608,429	11,744	620,173
September	614,734	16,983	21,153	652,870	12,565	665,435
October	622,482	18,851	22,045	663,378	13,397	676,775
November	534,899	15,113	20,425	570,437	13,285	583,722
December	599,566	12,673	21,796	634,035	12,512	646,547
Year 1959	6,737,275	171,070	257,390	7,165,735	144,252	7,309,987
Year 1958	6,456,189	178,980	242,099	6,877,268	141,282	7,018,550

U.S. T-G Exports Up 31% Last Year; See Further Rise In 1960

United States exports of inedible tallow and grease in 1959 totaled 1,464,000,000 lbs., up 31 per cent from 1,119,444,000 lbs. in 1958. This excludes shipments of edible tallow and animal oils, which totaled 24,000,000 lbs in 1959 compared with 13,000,000 lbs. in 1958.

Although cattle slaughter was below 1958, a higher yield of fat per animal resulted in a sharp rise in tallow production and lower prices. Shipments of inedible tallow and grease in December were 161,000,000 lbs. compared with 132,000,000 lbs. in November and 87,000,000 lbs.

in December of the previous year.

Exports to most markets rose last year. Gains in shipments to the Netherlands, West Germany and Japan were especially sharp. Shipments to Mexico and Egypt fell off considerably as a result of new import restrictions in the former and a dollar shortage in the latter. Exports to Spain were revived in late 1959 following liberalization of import restrictions.

Prospects are favorable for a further substantial increase in tallow exports in 1960. Tallow supplies are expected to rise further as cattle slaughter turns upward, and prices are expected to be at competitive levels with other countries.

U. S. Wool Output Last Year In 7 Per Cent Gain Over 1958

Wool production, shorn and pulled, totaled 292,000,000 lbs, grease basis, in 1959, according to the Crop Reporting Board. This volume was 7 per cent above 1958 production of 272,000,000 lbs and it was about 9 per cent above the 10-year average of 267,000,000 lbs.

Shorn wool production, at 257,000,000 lbs., was 7 per cent above the 241,000,000 lbs. produced in 1958 and 12 per cent above the 10-year average of 230,000,000 lbs. Pulled wool production in 1959 totaled 34,500,000 lbs. compared with 30,400,000 lbs. in 1958 and the 10-year average of 37,600,000 lbs.

The number of sheep and lambs shorn in 1959 totaled 31,000,000 head—4 per cent more than the 29,600,000 head shorn in 1958 and 12 per cent more than the 10-year average. Weight per fleece was 8.31 lbs. compared with 8.14 lbs. in 1958 and the record high of 8.55 lbs. in 1955.

The average price received by growers for shorn wool from April 1959 through January 1960 was 42.8¢ per lb. The average value per lb. of wool produced in 1958 was 36.4¢ per lb. and the 10-year average was 56.0¢ per lb. Value of shorn wool produced in 1959 amounted to \$110,000,000—25 per cent above the \$88,000,000 for the 1958 production.

F. I. SLAUGHTER BY REGIONS

United States federally inspected slaughter by regions in January 1960, totals compared, as reported by the USDA, in 000's:

Region	Cattle	Calves	Hogs	S & L
N. Atl. states	121	90	531	210
S. Atl. states	40	24	337	...
N.C. states-East	278	154	1,494	131
N.C. states-N. W.	519	64	2,654	424
N.C. states-S.W.	165	10	655	88
S. Central states	136	47	496	68
Mountain states	108	2	120	147
Pacific states	197	22	241	170
Totals, Jan. 1960	1,564	413	6,516	1,237
Totals, Jan. 1959	1,441	424	5,885	1,322

Other animals slaughtered under federal inspection January 1960—horses, 4,948; and goats, 3,360. January 1959—horses, 6,246; and goats, 10,030. Data by Agricultural Research Service.

U.S. Buys 10,578,000 lbs. Lard

The U.S. Department of Agriculture this week bought 10,578,000 lbs. of refined lard in its renewed buying program to help bolster the hog market. Of this total, 2,928,000 lbs. were in 1-and 2-lb. prints at prices ranging from 10.50@11.03¢ per lb. and 7,650,000 lbs. were to be packed in 3-lb. tins at 12.29@13.08¢ per lb. The current lard buying program continues.

PROCESSED MEATS . . . SUPPLIES

USDA Sees Lard Price Rise For Rest Of Marketing Year

Lard prices are expected to rise slightly during the remainder of the marketing year, which ends September 30, 1960, the Agricultural Marketing Service, has predicted. The price of loose lard, tanks, Chicago, dropped from 7.8¢ per lb. in mid-October to 7¢ in mid-December, reflecting unusually heavy hog slaughter during that period.

Although lard production output in January-September 1960 will be up from last year, the increase is expected to be only 2 per cent compared with the rise of 16 per cent in October-December 1959, reflecting a similar change in slaughter. Total commercial slaughter for the 1959-60 marketing year is estimated to increase about 4 per cent. The rise in October-December was nearly 17 per cent.

Total lard output for the entire 1959-60 marketing year was forecast at 2,850,000,000 lbs., up about 150,000,000 lbs. from a year earlier. Total supplies of lard in 1959-60 are up even more than output because of bigger carryover stocks on October 1, 1959 than the same date in the previous year.

Domestic use of lard in 1959-60 probably will increase 2 to 3 per cent. The expected increase is accounted for by the larger quantities

used in shortening. About 96,000,000 lbs. of lard were used in shortening during October-November 1959 compared with only 47,000,000 lbs. a year earlier, mainly because of lower lard prices.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 410,399,000 lbs. in January. Of this volume, 193,497,000 lbs., or 47.1 per cent, were shortening, and 106,102,000 lbs., or 25.8 per cent, were salad or cooking oils. Shipments of margarine oils and/or fats totaled 110,800,000 lbs., or 27.0 per cent of the total.

CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade as follows:

	Feb. 26 1960	Feb. 19 1960
P. S. lard (a)	5,120,274	4,849,891
P. S. lard (b)	320,650	360,650
Dry rendered lard (a)	1,359,225	1,358,423
Dry rendered lard (b)	1,826,281	1,826,281
TOTAL LARD	8,626,430	8,395,245

(a) Made since October 1, 1959.
(b) Made previous to October 1, 1959.

WEEKLY MEAT BONING

A total of 44,896,366 lbs. of meat was boned in the week ended February 26, the U.S. Department of Agriculture has reported. Of this volume, 24,403,448 lbs. were beef, 17,955,802 lbs. pork and 2,537,116 lbs. were other meat.

U.S. Meat Consumption Last Year Was 159.6 Lbs. Each

The U.S. Department of agriculture has estimated that the average United States civilian consumed 159.6 lbs. of meat last year, or 7.6 lbs. more than in 1958.

The increase mainly reflected the effect of sharply larger supplies and lower retail prices on pork, USDA added. By classes, per capita meat consumption was: beef, 81.5 lbs.; veal, 5.8 lbs.; pork, 67.8 lbs., and lamb and mutton, 4.5 pounds.

Prospects for 1960 were that meat supplies would be a little larger than last year. Because of the expected increase in population, consumption is expected to be down from 1959.

EAST COAST MEAT IMPORTS

Arrival of foreign meat at New York, Boston and Philadelphia, as reported in pounds by the USDA:

Week ended February 26, 1960
From Argentina—105,126 lbs. canned beef. Australia—565,999 boneless beef, 1,431,654 boneless mutton and 289,735 carcass lamb and cuts. Ireland—7,492 boneless beef. Holland—314,345 canned pork. Canada—25,406 carcass beef and veal, and 66,737 canned pork. Denmark—249,310 canned pork. Italy—2,205 cured sausage. Paraguay—72,000 canned beef. W. Germany—40,239 canned pork.

Week ended February 19, 1960
From Australia—1,725,962 lbs. boneless beef, 22,960 boneless veal and 71,822 boneless mutton. Argentina—269,620 canned beef. Holland—230,372 canned pork. Uruguay—18,000 canned beef. Canada—61,212 carcass beef and veal, and 68,442 miscel. canned meats. Denmark—54,976 canned pork. Germany—1,800 canned ham. Paraguay—18,000 canned beef.

DOMESTIC SAUSAGE

Pork sausage, bulk, (cl. lb.)	
in 1-lb. roll	29 @ 33½
Pork saus., sheep cas., in 1-lb. package	48 @ 53
Franks, sheep casing, in 1-lb. package	62 @ 69
Franks, skinned, in 1-lb. package	48 @ 48
Bologna, ring, bulk	44½ @ 48
Bologna, a.c., bulk	35 @ 39
Smoked liver, n.c., bulk	45 @ 50
Smoked liver, a.c., bulk	37 @ 45
Polish sausage, self-service pack	58 @ 69
New Eng. lunch spec.	60 @ 64
Olive loaf, bulk	44½ @ 53
Blood and tongue, n.c.	35 @ 68
Blood, tongue, a.c.	45½ @ 64
Pepper loaf, bulk	47½ @ 64½
Pickie & Pimento loaf	43½ @ 51
Bologna, a.c., sliced	
6, 7-oz. pack, doz.	2.61 @ 3.60
New Eng. lunch spec., sliced, 6, 7-oz., doz.	3.93 @ 4.92
O.L. sliced, 6, 7-oz., doz.	2.93 @ 3.84
P.L. sliced, 6-oz., doz.	3.40 @ 4.80
P&P loaf, sliced, 6, 7-oz., dozen	2.78 @ 3.40

DRY SAUSAGE

(cl. lb.)	
Cervelat, hog hungs	1.03 @ 1.05
Thuringer	62 @ 64
Farmer	84 @ 86
Holsteiner	75 @ 77
Salami, B.C.	94 @ 96
Salami, Genoa style	1.05 @ 1.07
Salami, cooked	51 @ 53
Pepperoni	85 @ 87
Sicilian	98 @ 1.00
Goteborg	86 @ 88
Mortadella	60 @ 62

CHGO. WHOLESALE SMOKED MEATS

Wednesday, March 2, 1960

Hams, skinned, 14/16 lbs. (av.)	46½
wrapped	
Hams, skinned, 14/16 lbs. ready-to-eat, wrapped	48
Hams, skinned, 16/18 lbs., wrapped	45½
Hams, skinned, 16/18 lbs. ready-to-eat, wrapped	47
Bacon, fancy, de-rind, 8/10 lbs., wrapped	33
Bacon, fancy sq. cut, seedless, 10/12 lbs., wrapped	32
Bacon, No. 1, sliced 1-lb. heat seal, self-service pkg.	44

SPICES

(Basis Chicago, original barrels, bags, bales)

	Whole Ground
Allspice, prime	86
resifted	99
Chili pepper	56
Chili powder	56
Cloves, Zanzibar	60
Ginger, Jamaica	52
Mace, fancy Banda	3.90
East Indies	2.95
Mustard flour, fancy	43
No. 1	38
West Indies nutmeg	1.82
Paprika, American, No. 1	52
Paprika, Spanish, No. 1	65
Cayenne pepper	63
Pepper:	
Red, No. 1	56
White	1.27
Black	78

SAUSAGE CASINGS

(Lel prices quoted to manufacturers of sausage)

Beef rounds:	(Per set)
Clear, 29/35 mm.	1.50 @ 1.30
Clear, 35/38 mm.	1.25 @ 1.35
Clear, 35/40 mm.	1.05 @ 1.10
Clear, 38/40 mm.	1.15 @ 1.25
Clear, 44 mm./up.	1.90 @ 2.05
Not clear, 40 mm./dn.	75 @ 85
Not clear, 40 mm./up	85 @ 95
Beef weasands:	(Each)
No. 1, 24 in./up	13 @ 15
No. 1, 22 in./up	16 @ 18
Beef middles:	(Per set)
Ex. wide, 2½ in./up	3.60 @ 3.85
Spec. wide, 2½-2½ in.	2.65 @ 2.90
Spec. med. 1½-2½ in.	1.75 @ 2.00
Narrow, 1½ in./dn.	1.15 @ 1.30
Beef hung caps:	(Each)
Clear, 5 in./up	37 @ 41
Clear, 4½-5 inch	27 @ 32
Clear, 4½ inch	20 @ 22
Clear, 3½-4 inch	16 @ 19
Beef bladders, salted:	(Each)
7¼ inch/up, inflated	21
6¼-7¼ inch, inflated	14
5¼-6¼ inch, inflated	12 @ 14
Pork casings:	(Per hank)
29 mm./down	4.45 @ 4.55
29/32 mm.	4.35 @ 5.00
32/35 mm.	3.20 @ 3.35
35/38 mm.	2.50 @ 2.75
38/42 mm.	2.25 @ 2.50
Hog bungs:	(Each)
Sow, 34 inch cut	63 @ 64
Export, 34 in. cut	53 @ 57
Large prime, 34 in.	42 @ 45
Med. prime, 34 in.	29 @ 32
Small prime	16 @ 22
Middle, cap off	7 @ 7.5
Hog skips	7 @ 10
Hog runners, green	15 @ 20

Sheep casings:	(Per hank)
26/28 mm.	5.35 @ 5.45
24/26 mm.	5.25 @ 5.38
22/24 mm.	4.15 @ 4.28
20/22 mm.	3.65 @ 3.78
18/20 mm.	2.70 @ 2.80
16/18 mm.	1.35 @ 1.45

CURING MATERIALS

Nitrite of soda, in 400-lb. cwt.	
bbis., del. or f.o.b. Chgo	\$11.99
Pure refined gran.	
nitrate of soda	5.65
Pure refined powdered nitrate of soda	8.65
Salt, paper sacked, f.o.b. Chgo. gran. carlots, ton	30.50
Rock salt in 100-lb. bags, f.o.b. whse., Chgo	28.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	6.02
Refined standard cane gran., deliv'd. Chgo.	9.20
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.85
Dextrose, regular:	
Celulose, (carlots, cwt.)	7.41
Ex-warehouse, Chicago	7.56

SEEDS AND HERBS

(cl. lb.)	Whole Ground
Caraway seed	28
Cominos seed	51
Mustard seed	
fancy	23
yellow Amer.	17
Oregano	37
Coriander,	
Morocco, No. 1	20
Marjoram, French	54
Sage, Dalmatian, No. 1	59

FRESH MEATS... Chicago and outside

CHICAGO

March 1, 1960

CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Prime, 700/800	none qtd.
Choice, 500/600	44½
Choice, 600/700	44
Choice, 700/800	43
Good, 500/600	41½
Good, 600/700	40½
Bull	36
Commercial cow	32
Canner-cutter cow	32

PRIMAL BEEF CUTS

Prime:	(lb.)
Rounds, all wts.	55 @ 56
Tr. loins, 50/70 (cl) 83	@ 1.04
Sq. chux, 70/90	42
Arm chux, 80/110	39½ @ 40
Ribs, 25/35 (cl)	63 @ 68
Briskets (cl)	34
Navels, No. 1	11½ @ 12
Flanks, rough No. 1	12½
Choice:	
Hindqtrs., 5/800	53 @ 53½
Foreqtrs., 5/800	37
Rounds, 70/90 lbs.	53 @ 53½
Tr. loins, 50/70	71 @ 77
Sq. chux, 70/90	42
Arm chux, 80/110	39½ @ 40
Ribs, 25/30 (cl)	57 @ 60
Ribs, 30/35 (cl)	54 @ 57
Briskets (cl)	34
Navels, No. 1	11½ @ 12
Flanks, rough No. 1	12½
Good (all wts.):	
Sq. chucks	41 @ 42
Rounds	51 @ 52
Briskets	32 @ 33
Ribs	48 @ 51
Loins, trim'd.	62 @ 65

COW, BULL TENDERLOINS

C&C grade, fresh (Job lots, lb.)	
Cow, 3 lbs. down	80 @ 85
Cow, 3/4 lbs.	93 @ 99
Cow, 4/5 lbs.	1.00 @ 1.05
Cow, 5 lbs./up	1.14 @ 1.18
Bull, 5 lbs./up	1.14 @ 1.18

CARCASS LAMB

(Two brands, lcl., lb.)	
Prime, 30/45 lbs.	44½ @ 45
Prime, 45/55 lbs.	43 @ 43½
Prime, 55/65 lbs.	41 @ 42
Choice, 30/45 lbs.	44½ @ 45
Choice, 45/55 lbs.	43 @ 43½
Choice, 55/65 lbs.	41 @ 42
Good, all wts.	39 @ 42

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Mar. 1	San Francisco Mar. 1	No. Portland Mar. 1
FRESH BEEF (Carcass):			
STEER:			
Choice, 5-600 lbs.	\$43.50 @ 45.00	\$45.00 @ 46.00	\$44.50 @ 45.50
Choice, 6-700 lbs.	42.50 @ 44.00	43.00 @ 45.00	43.00 @ 45.00
Good, 5-600 lbs.	41.00 @ 43.00	43.00 @ 44.00	42.00 @ 44.00
Good, 6-700 lbs.	39.00 @ 41.00	41.00 @ 42.00	42.00 @ 43.50
COW:			
Commercial, all wts.	34.00 @ 36.00	34.00 @ 37.00	34.00 @ 35.50
Utility, all wts.	33.00 @ 34.00	30.00 @ 32.00	33.00 @ 35.00
Canner-cutter	29.00 @ 32.00	28.00 @ 30.00	31.00 @ 33.00
Bull, util. & com'l.	40.00 @ 42.00	36.00 @ 39.00	39.00 @ 41.00
FRESH CALF:			
(Skin-off)	(Skin-off)	(Skin-off)	(Skin-off)
Choice, 200 lbs./down	48.00 @ 52.00	None quoted	43.00 @ 53.00
Good, 200 lbs./down	47.00 @ 51.00	48.00 @ 52.00	41.00 @ 51.00
LAMB (Carcass):			
Prime, 45-55 lbs.	42.00 @ 44.00	43.00 @ 46.00	43.00 @ 46.00
Prime, 55-65 lbs.	39.00 @ 42.00	40.00 @ 43.00	None quoted
Choice, 45-55 lbs.	42.00 @ 44.00	42.00 @ 45.00	43.00 @ 46.00
Choice, 55-65 lbs.	39.00 @ 42.00	40.00 @ 42.00	None quoted
Good, all wts.	38.00 @ 42.00	40.00 @ 44.00	41.00 @ 44.50
FRESH PORK (Carcass):			
(Packer style)	(Shipper style)	(Shipper style)	(Shipper style)
120-180 lbs. U.S. No. 1-3	None quoted	None quoted	24.00 @ 26.00
LOINS:			
8-10 lbs.	42.00 @ 45.00	45.00 @ 47.00	43.00 @ 46.00
10-12 lbs.	42.00 @ 45.00	46.00 @ 48.00	43.00 @ 46.00
12-16 lbs.	42.00 @ 45.00	44.00 @ 46.00	43.00 @ 46.00
PICNICS:			
(Smoked)	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	28.00 @ 32.00	28.00 @ 32.00	29.00 @ 33.00
HAMS:			
12-16 lbs.	43.00 @ 50.00	48.00 @ 52.00	47.00 @ 51.00
16-18 lbs.	42.00 @ 48.00	42.00 @ 46.00	45.00 @ 48.00

THE NATIONAL PROVISIONER, MARCH 5, 1960

NEW YORK

March 1, 1960

CARCASS BEEF AND CUTS

Prime steer:	(cl., lb.)
Carcass, 6/700	46½ @ 49
Carcass, 7/800	46½ @ 50½
Carcass, 8/900	46 @ 49
Hinds, 6/700	57 @ 63
Hinds, 7/800	56 @ 62
Rounds, cut across,	
flank off	54 @ 59
Rds., dia. bone, f.o.	55 @ 65
Short loins, untrim.	75 @ 89
Short loins, trim.	98 @ 1.25
Flanks	16 @ 19
Ribs	58 @ 66
Armchucks	41½ @ 46
Briskets	36 @ 42
Plates	12 @ 16

Choice steer:	
Carcass, 6/700	46½ @ 48½
Carcass, 7/800	45½ @ 47
Carcass, 8/900	44½ @ 45
Hinds, 6/700	55 @ 58
Hinds, 7/800	52 @ 57
Rounds, cut across,	
flank off	54 @ 58
Rds., dia. bone, f.o.	55 @ 59
Short loins, untrim.	82 @ 72
Short loins, trim.	80 @ 95
Flanks	15 @ 19
Ribs	52 @ 60
Armchucks	41 @ 45
Briskets	35 @ 41
Plates	11½ @ 16
Good steer:	
Carcass, 5/600	43½ @ 45½
Carcass, 6/700	43 @ 45
Hinds, 6/700	51 @ 55
Hinds, 7/800	50 @ 54
Rounds, cut across,	
flank off	53 @ 57
Rds., dia. bone, f.o.	53½ @ 57
Short loins, untrim.	55 @ 60
Short loins, trim.	70 @ 87
Flanks	15 @ 19
Ribs	48 @ 54
Armchucks	40 @ 43

PHILA. FRESH MEATS

March 1, 1960

Prime steer:	(cl., lb.)
Carcass, 5/700	48 @ 49
Carcass, 7/900	46 @ 48½
Rounds, flank off	56 @ 59
Loins, full, untr.	63 @ 66
Loins, full, trim.	86 @ 90
Ribs, 7-bone	63 @ 66
Armchux, 5-bone	42 @ 44
Briskets, 5-bone	32 @ 36
Choice steer:	
Carcass, 5/700	46½ @ 48
Carcass, 7/900	44½ @ 47½
Rounds, flank off	55 @ 58
Loins, full, untr.	53 @ 56
Loins, full, trim.	67 @ 72
Ribs, 7-bone	55 @ 58
Armchux, 5-bone	41½ @ 43
Briskets, 5-bone	32 @ 36
Good steer:	
Carcass, 5/700	43½ @ 45
Carcass, 7/900	43 @ 44½
Rounds, flank off	53 @ 56
Loins, full, untr.	49 @ 52
Loins, full, trim.	65 @ 69
Ribs, 7-bone	50 @ 54
Armchux, 5-bone	40 @ 42
Briskets, 5-bone	32 @ 36

COW CARCASS:	
Comm'l. 350/700	35½ @ 37½
Utility 350/700	34½ @ 36½
Can-cut 350/700	35 @ 36½
VEAL CARC:	
Choice	Good
60/90 lbs.	55 @ 58 50 @ 53
90/120 lbs.	56 @ 60 52 @ 55
120/150 lbs.	55 @ 58 50 @ 54
LAMB CARC:	
Prime	Choice
35/45 lbs.	45 @ 48 43 @ 47
45/55 lbs.	44 @ 47 42 @ 46
55/65 lbs.	42 @ 45 40 @ 44

CHGO. PORK SAUSAGE

MATERIALS—FRESH

Pork trimmings:	(Job lots)
40% lean, barrels	13½
50% lean, barrels	15½
80% lean, barrels	31
95% lean, barrels	37
Pork head meat	26
Pork cheek meat	
trimmed, barrels	30
Pork cheek meat,	
untrimmed	26

FANCY MEATS

(cl prices)	(lb.)
Veal breads, 6/12-oz	1.33
12-oz./up	.81 @ .86
Beef livers, selected	36
Beef kidneys	23
Oxtails, ¾-lb., frozen	19

VEAL SKIN-OFF

(Carcass prices, lcl., lb.)

Prime, 90/120	62 @ 67
Prime, 120/150	61 @ 66
Choice, 90/120	53 @ 58
Choice, 120/150	52 @ 57
Good, 60/90	47 @ 51
Good, 90/120	48 @ 52
Good, 120/150	46 @ 50
Choice calf, all wts.	45 @ 48
Good calf, all wts.	41 @ 46
Stand. calf, all cuts	40 @ 45

CARCASS LAMB

(cl., lb.)	
Prime, 35/45	44 @ 48
Prime, 45/55	43 @ 48
Prime, 55/65	42 @ 48
Choice, 35/45	43 @ 48
Choice, 45/55	42 @ 46
Choice, 55/65	41 @ 44
Good, 35/45	42 @ 44
Good, 45/55	42 @ 44
Good, 55/65	40 @ 42
(Carlots, lb.)	
Choice, 35/45	43 @ 45
Choice, 45/55	41½ @ 42½
Choice, 55/65	39½ @ 42

CARCASS BEEF

(Carlots, lb.)	
Steer, choice, 6/700	.46 @ 46½
Steer, choice, 7/800	.44½ @ 45½
Steer, choice, 8/900	.43 @ 43½
Steer, good, 6/700	.43 @ 43½
Steer, good, 7/800	.42½ @ 43½
Steer, good, 8/900	.41 @ 41½

Phila., N. Y. Fresh Pork

PHILADELPHIA: (local, lcl., lb.)	
Reg. loins, 8½/12	41 @ 47
Reg. loins, 12/16	41 @ 45
Boston Butts, 4/8	30 @ 34
Spareribs, 3/down	35 @ 40
Skinned hams, 10/12	41 @ 42
Skinned hams, 12/14	40½ @ 42
Picnics, S.S. 4/8	26 @ 28
Picnics, S.S. 6/8	24 @ 26
Bellics, 10/14	17 @ 19
NEW YORK: (Box lots, lb.)	
Reg. loins, 8½/12	41 @ 47
Reg. loins, 12/16	40 @ 45
Hams, sknd., 12/16	41 @ 46
Boston butts, 4/8	30 @ 37
Regular picnics, 4/8	24 @ 30
Spareribs, 3/down	36 @ 42

CHGO. FRESH PORK AND

PORK PRODUCTS

March 1, 1960	
Hams, skinned, 10/12	40
Hams, skinned, 12/14	40
Hams, skinned, 14/16	40
Picnics, 4/8 lbs.	23½
Picnics, 6/8 lbs.	22
Pork loins, boneless	65
Shoulders, 16/dn.	25
(Job lots, lb.)	
Pork livers	11 @ 11½
Tenderloins, fresh, 10's	68 @ 69
Neck bones, bbls.	88½
Feet, s.c., bbls.	8 @ 9

OMAHA, DENVER MEATS

Omaha, Mar. 2, 1960	
(Carcass carlots, cwt.)	
Choice steer, 6/700	\$43.50 @ 43.75
Choice steer, 7/800	42.75
Choice steer, 8/900	41.50 @ 41.75
Good steer, 7/dn.	40.00 @ 40.75
Choice heifer, 5/700	41.75 @ 42.50
Good heifer, 5/700	38.00 @ 39.00
Denver, Mar. 2, 1960	
Choice steer, 6/700	\$43.00 @ 43.50
Choice steer, 7/800	42.00 @ 42.50
Choice steer, 8/900	41.00 @ 41.50
Choice steer, 9/1000	39.00 @ 39.50
Good steer, 6/800	40.00 @ 41.50
Choice heifer, 5/600	41.75 @ 42.50
Choice heifer, 6/700	41.00 @ 41.50

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Mar. 2, 1960)

SKINNED HAMS				BELLIES			
F.F.A. or fresh		Frozen		F.F.A. or fresh		Frozen	
40	10/12	39 1/2	40	20n	6/8	20n	
39 1/2	12/14	39 1/2		20	8/10	20	
39@39 1/2	14/16	39@39 1/2		21 1/2	10/12	21 1/2	
38 1/2b	16/18	38 1/2n		21 1/2	12/14	21 1/2	
38 1/2	18/20	38 1/2n		19 1/2	14/16	19 1/2	
38 1/2n	20/22	38 1/2n		19	16/18	19	
38 1/2	22/24	38 1/2n		17	18/20	17	
38	24/26	38		D.S. BRANDED BELLIES (CURED)			
38	25/30	38		n. q.	20/25	17n	
35 1/2	25/up, 2s in	35 1/2		n. q.	25/30	17n	
				G.A. froz. fresh		D.S. Clear	
				14	20/25	15 1/2n	
				14	25/30	15 1/2n	
				13	30/35	14 1/2	
				12	35/40	14	
				12	40/50	13 1/2	
PICNICS				FAT BACKS			
F.F.A. or fresh		Frozen		Frozen or fresh		Cured	
22 1/2	4/6	22 1/2		6n	6/8	7	
20 1/2	6/8	20 1/2		6n	8/10	7	
20	8/10	20		8n	10/12	7 1/2	
19 1/2n	10/12	19 1/2n		8 1/2n	12/14	8 1/2	
19	f.f.a. 8/up 2's in	19n		8 1/2n	14/16	9 1/2	
20	fresh 8/up 2's in	n.q.		8 1/2n	16/18	10	
				8 1/2n	18/20	10	
				8 1/2n	20/25	10	
FRESH PORK CUTS				OTHER CELLAR CUTS			
Job Lot		Car Lot		Frozen or fresh		Cured	
39 1/2	Loins, 12/dn.	39		9	Sq. Jowls, boxed	n.q.	
38	Loins, 12/16	37 1/2@38		6 1/2	Jowl Butts, loose	7	
35	Loins, 16/20	34		7 1/2n	Jowl Butts, boxed	n.q.	
34	Loins, 20/up	33 1/2					
28@28 1/2	Butts, 4/8	27 1/2					
25 1/2	Butts, 8/12	24 1/2n					
25 1/2	Butts, 8/up	24 1/2n					
34 1/2@35	Ribs, 3/dn	34					
29	Ribs, 3/5	27b					
18	Ribs, 5/up	16 1/2					

LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, FEB. 26, 1960

	Open	High	Low	Close
Mar.	8.32	8.40	8.30	8.35a
May	8.75	8.77	8.75	8.75b
July	9.05	9.05	9.02	9.05a
Sept.	9.30	9.30	9.27	9.30b
Oct.	9.52	9.52	9.50	9.50a

Sales: 1,760,000 lbs.

Open interest at close, Thurs., Feb. 24: Mar., 128; May, 192; July, 136; Sept., 95; and Oct., 13 lots.

MONDAY, FEB. 29, 1960

	Mar.	May	July	Sept.	Oct.
Open	8.30	8.30	8.17	8.25a	
High	8.70	8.72b	8.65	8.67	
Low	8.75	9.05	9.00	9.00	
Close	9.32	9.40	9.32	9.35a	

Sales: 4,200,000 lbs.

Open interest at close, Fri., Feb. 26: Mar., 121; May, 195; July, 140; Sept., 98; and Oct., 13 lots.

TUESDAY, MAR. 1, 1960

	Mar.	May	July	Sept.	Oct.
Open	8.20	8.35	8.20	8.35	
High	8.67	8.77	8.67	8.77b	
Low	9.00	9.07	9.00	9.07	
Close	9.50	9.50	9.50	9.50	

Sales: 1,200,000 lbs.

Open interest at close, Mon., Feb. 29: Mar., 92; May, 203; July, 149; Sept., 98; and Oct., 13 lots.

WEDNESDAY, MAR. 2, 1960

	Mar.	May	July	Sept.	Oct.
Open	8.37	8.40	8.30	8.30b	
High	8.80	8.85	8.77	8.77a	
Low	9.10	9.10	9.07	9.07	
Close	9.40	9.40	9.37	9.40a	

Sales: 628,000 lbs.

Open interest at close, Tues., Mar. 1: Mar., 40; May, 206; July, 149; Sept., 98; and Oct., 14 lots.

THURSDAY, MAR. 3, 1960

	Mar.	May	July	Sept.	Oct.
Open	8.32	8.55	8.32	8.55b	
High	8.87	8.92	8.87	8.92a	
Low	9.02	9.05	9.02	9.15a	
Close	9.42	9.50	9.42	9.50	

Sales: 1,400,000 lbs.

Open interest at close, Wed., Mar. 2: Mar., 27; May, 206; July, 152; Sept., 101; and Oct., 14 lots.

LARD FUTURES PRICES

(Loose contract basis)

FRIDAY, FEB. 26, 1960

	Open	High	Low	Close
Mar.	8.32	8.40	8.30	8.35a
May	8.75	8.77	8.75	8.75b
July	9.05	9.05	9.02	9.05a
Sept.	9.30	9.30	9.27	9.30b
Oct.	9.52	9.52	9.50	9.50a

Sales: 120,000 lbs.

Open interest at close, Thurs., Feb. 25: Mar., 1; July, 1; and Sept., 44 lots.

MONDAY, FEB. 29, 1960

	Mar.	May	July	Sept.
Open	8.30	8.30	8.17	8.25b
High	8.70	8.72b	8.65	8.67
Low	8.75	9.05	9.00	9.00
Close	9.32	9.40	9.32	9.35a

Sales: none.

Open interest at close, Fri., Feb. 26: Mar., 1; July, 1; and Sept., 46 lots.

TUESDAY, MAR. 1, 1960

	Mar.	May	July	Sept.
Open	8.20	8.35	8.20	8.35
High	8.67	8.77	8.67	8.77b
Low	9.00	9.07	9.00	9.07
Close	9.50	9.50	9.50	9.50

Sales: none.

Open interest at close, Mon., Feb. 29: Mar., 1; July, 1; and Sept., 46 lots.

WEDNESDAY, MAR. 2, 1960

	Mar.	May	July	Sept.
Open	8.37	8.40	8.30	8.30b
High	8.80	8.85	8.77	8.77a
Low	9.10	9.10	9.07	9.07
Close	9.40	9.40	9.37	9.40a

Sales: 120,000 lbs.

Open interest at close, Tues., Mar. 1: Mar., none; July, 1; and Sept., 46 lots.

THURSDAY, MAR. 3, 1960

	Mar.	May	July	Sept.
Open	8.32	8.55	8.32	8.55b
High	8.87	8.92	8.87	8.92a
Low	9.02	9.05	9.02	9.15a
Close	9.42	9.50	9.42	9.50

Sales: 120,000 lbs.

Open interest at close, Wed., Mar. 2: July, 1; and Sept., 48 lots.

MARGINS STRONG TO SHADE BETTER THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Advances in meat prices and in the market for live hogs kept fairly well abreast this week. Margins, as a result, were little changed from last week, save on lightweights, which continued to work higher on the plus side. Margins on the other two classes of hogs also tended to show strength.

	-180-220 lbs.-		-220-240 lbs.-		-240-270 lbs.-	
	Value	per cwt. alive	Value	per cwt. alive	Value	per cwt. alive
Lean cuts	\$10.99	\$15.67	\$10.45	\$14.58	\$10.18	\$14.18
Fat cuts, lard	3.53	5.05	3.55	5.00	3.28	4.51
Ribs, trimmings, etc.	1.73	2.47	1.59	2.23	1.40	1.95
Cost of hogs	14.06		14.40		14.08	
Condemnation loss	.07		.07		.07	
Handling, overhead	1.98		1.80		1.62	
TOTAL COST	16.11	23.00	16.27	22.75	15.77	21.90
TOTAL VALUE	16.25	23.19	15.59	21.81	14.86	20.85
Cutting margin	+.14	+.19	-.68	-.94	-.81	-.134
Margin last week	+.01	+.02	-.70	-.96	-.104	-.143

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	Mar. 1	Mar. 1	Mar. 1
1-lb. cartons	13.00@15.50	15.00@16.00	13.50@16.00
50-lb. cartons & cans	11.75@14.00	13.00@15.00	None quoted
Tierces	10.50@12.50	12.50@14.50	10.50@14.00

PACKERS' WHOLESALE LARD PRICES

	Wednesday, Mar. 2, 1960
Refined lard, drums, f.o.b.	
Chicago	\$11.25
Refined lard, 50-lb. fiber	
cubes, f.o.b. Chicago	11.75
Kettle rendered, 50-lb. tins,	
f.o.b. Chicago	12.75
Leaf, kettle rendered,	
drums, f.o.b. Chicago	12.25
Lard flakes	12.00
Nectral, drums, f.o.b.	
Chicago	13.25
Standard shortening,	
N. & S. (del.)	17.25
Hydrogenated shortening,	
North & South, drums	17.50

WEEK'S LARD PRICES

	P.S. or D.R.	Dry rend.	Ref. in 50-lb. tins
	cash	loose	loose
	tierras (Open)	(Open)	(Open)
	(Bd. Trade)	Mkt.	Mkt.
Feb. 26	8.30n	7.50	10.00n
Feb. 29	8.25n	7.50	10.00n
Mar. 1	8.30n	7.50	10.00n
Mar. 2	8.30n	7.55a	10.00n
Mar. 3	8.55n	7.62	10.00n

Note: add 1/2¢ to all prices ending in 2 or 7.
n-nominal, a-asked, b-bid

HOG-CORN RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Feb. 27, 1960 was 12.6, the U. S. Department of Agriculture has reported. This ratio compared with the 12.1 ratio for the preceding week and 13.0 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.108, \$1.117 and \$1.174 per bu. during the three periods, respectively.

VEGETABLE OILS

Wednesday, March 2, 1960

	Crude cottonseed oil, f.o.b.
Valley	9 1/4
Southeast	9 1/4
Texas	9@9 1/4
Corn oil in tanks,	
f.o.b. mills	13
Soybean oil,	
f.o.b. Decatur	7.45
Coconut oil, f.o.b.	
Pacific Coast	17 1/2
Peanut oil,	
f.o.b. mills	14
Cottonseed foots:	
Midwest, West Coast	1 1/2
East	1 1/2
Soybean foots, midwest	1 1/2

OLEOMARGARINE

Wednesday, March 2, 1960

	White domestic vegetable,
30-lb. cartons	22 1/4
Yellow quarters,	
30-lb. cartons	24 1/4
Milk churned pastry,	
750-lb. lots, 30's	23 1/2
Water churned pastry,	
750-lb. lots, 30's	22 1/2
Bakers, steel drums, tons	16 1/2

OLEO OILS

	Prime oleo stearine, bags
or slack barrels	10
Extra oleo oil (drums)	14
Prime oleo oil (drums)	14@14 1/4

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:

Feb. 26-Mar., 11.10b-11a; May, 11.25b-27a; July, 11.36; Sept., 11.30b-32a; Oct., 11.18; Dec., 11.15b-18a; Mar., 11.25b; May, 11.27b; and July, 11.30b.
Feb. 29-Mar., 11.10; May, 11.33-34; July, 11.47-48; Sept., 11.42-43; Oct., 11.30b-33a; Dec., 11.30; Mar., 11.25b; May, 11.28b; and July, 11.28b.
Mar. 1-Mar., 11.24; May, 11.43b-46a; July, 11.56; Sept., 11.53-52; Oct., 11.39b-40a; Dec., 11.34b-36a; Mar., 11.33b-46a; May, 11.38b-50a; and July, 11.40b-50a.
Mar. 2-Mar., 11.27; May, 11.46-48; July, 11.57; Sept., 11.46b-49a; Oct., 11.36; Dec., 11.30b-36a; Mar., 11.36b; May, 11.40b; and July, 11.40b.
Mar. 3-Mar., 11.33b-34a; May, 11.53b-54a; July, 11.62; Sept., 11.50b-53a; Oct., 11.41; Dec. 11.35b-38a; Mar., 11.40b; May, 11.45b; and July, 11.45b.

BY-PRODUCTS... FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)

Wednesday, March 2, 1960

BLOOD

Unground, per unit of ammonia, bulk 5.00@ 5.25n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose
Low test 5.50n
Med. test 5.25n
High test 5.00n

PACKINGHOUSE FEEDS

Carlota, ton
50% meat, bone scraps, bagged \$72.50@ 80.00
50% meat, bone scraps, bulk .. 70.00@ 72.50
60% digester, tankage, bagged .. 77.50@ 80.00
60% digester, tankage, bulk .. 75.00@ 77.50
80% blood meal, bagged 100.00@ 120.00
Steam bone meal, 50-lb. bags (specially prepared) 102.50
60% steam bone meal, bagged .. 90.00

FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia (85% prot.) *4.75
Hoof meal, per unit of ammonia 17.00

DRY RENDERED TANKAGE

Low test, per unit prot. 1.30n
Medium test, per unit prot. 1.25n
High test, per unit prot. 1.15n

GELATINE AND GLUE STOCKS

Bone stock, (gelatine), ton 14.50
Cattle jaws, feet (non-gel), ton .. 1.25@ 3.25
Trim bone, ton 3.25@ 7.50
Pigskins (gelatine), lb. 5 1/4
Pigskins (rendering) piece 7 1/2@ 12 1/4

ANIMAL HAIR

Winter coll, dried, c.a.f. midwest, ton 60.00
Winter coll, dried, midwest, ton 55.00
Cattle switches, piece 2@ 3 1/4
Winter processed (Nov.-Mar.) gray, lb. none qtd.
*Del. midwest, *del. east, n-nom., a-asked.

TALLOW and GREASES

Wednesday, March 2, 1960

Continued strength was apparent in the inedible tallow and grease market late last week, and again some material changed hands at steady to mostly fractionally higher price levels. Choice white grease, all hog, traded at 6 1/2@6 3/4c, c.a.f. New York. Bleachable fancy tallow was bid at 6c, c.a.f. Avondale, La., and at 6@6 1/2c, c.a.f. New York, and the outside price was on high titre stock. Some trade was also consummated on bleachable fancy tallow at 5 1/2c, on special tallow at 4 3/4@4 1/2c, on off-special tallow at 4 1/2c, and on yellow grease at 4 1/2c, all c.a.f. Chicago.

Special tallow met buying inquiry at 5 1/2c, and yellow grease at 5 1/2@5 1/4c, delivered East. Trade talk was around 5 1/4c, c.a.f. Chicago, on choice white grease, all hog, at 4c on No. 1 tallow and at 4 1/4c on house grease. Some edible tallow sold at 7 1/2c, c.a.f. Chicago. Edible tallow also moved at 6 3/4c, f.o.b. Denver, and at 7c, f.o.b. River points.

At the start of the new week, the

inedible tallow and grease market was inclined to some easiness; and in moderate volume, some choice white grease, all hog, traded at 6 1/2c, c.a.f. New York. The best inquiry on bleachable fancy tallow was at 6c, also New York. Buyers also reduced their price opinions in the Midwest market. It was reported that some bleachable fancy tallow sold at 5 3/8@5 1/2c, c.a.f. Chicago. Choice white grease, all hog, sold at 5 1/4c, yellow grease at 4 3/8@4 1/2c, and prime tallow at 5 1/8c, also c.a.f. Chicago. Edible tallow traded at 7 1/2@7 3/4c, c.a.f. Chicago.

Further reluctance on the part of the buyers resulted in more offers coming out, and some movement was recorded at lower prices. Bleachable fancy tallow sold at 5 3/8c, special tallow at 4 3/4c, and choice white grease, all hog, at 5 1/4c, c.a.f. Chicago.

Choice white grease, all hog, was bid at 6 1/2c, and bleachable fancy tallow at 5 3/4@6c, c.a.f. New York, and price depended on quality of stock. Bleachable fancy tallow was bid at 5 3/4c, c.a.f. Avondale. Prime tallow traded at 5 1/8c, c.a.f. Chicago.

GREASES: Wednesday's quota-

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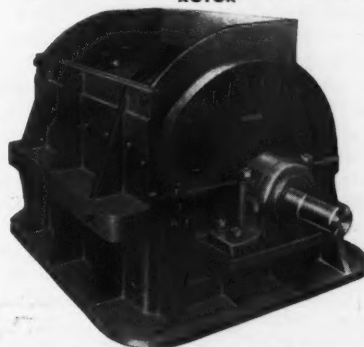
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tions: edible tallow, 7c, f.o.b. River, and 7½c, Chicago basis; original fancy tallow, 5½c; bleachable fancy tallow, 5½c; prime tallow, 5½c; special tallow, 4¾c; No. 1 tallow, 4¾c@4½c; and No. 2 tallow, 3¾c.

TALLOW: Wednesday's quotations: choice white grease, all hog, 5¾c; B-white grease, 4¾c; yellow grease, 4¾c@4½c; and house grease was quoted at 4½c.

EASTERN BY-PRODUCTS

New York, Mar. 2, 1960

Dried blood was quoted today at \$4@4.25 per unit of ammonia. Low test wet rendered tankage was listed at \$4@4.75 per unit of ammonia and dry rendered tankage was priced at \$1.15 per protein unit.

Record U.S. Food Fats, Oils Output Forecast For 1959-60

Record U.S. production of food fats and oils is anticipated for the marketing year 1959-60, by the Agricultural Marketing Service. U.S. supplies of the products were placed at 14,300,000 lbs. in oil equivalent of oilseeds. The quantity was compared with the 13,600,000 lbs. available in the previous year. The marketing year for food fats and oils begins October 1.

Total disappearance this year is expected to rise by more than 5 per cent to a new high, with record exports accounting for most of the increase. Domestic use probably will rise with population growth. Carry-over stocks of food fats next October 1 are likely to be slightly less than last year, due to a reduction in the soybean inventory.

Present prospects indicate that exports of all food fats in 1959-60, including the oil equivalent of soybeans, may total around 3,700,000 lbs., compared with 3,300,000 lbs. a year earlier. More soybeans, lard and possibly edible vegetable oils will be shipped out.

Exports of cottonseed and soybean oils under the Public Law 480 program will be down considerably from last year, but a sharp rise in dollar shipments probably will boost the total to at least as much as the 1,334,000,000 lbs. exported in 1958-59.

A heavy export movement of edible oils, lard and soybeans is being encouraged by low U.S. prices and smaller supplies from sources outside this country, compared with last year. Recent advances in European peanut oil prices, owing to smaller supplies from Africa, enhance the competitive position of U.S. edible oils and likely will step up our 1959-60 dollar exports.

CHICAGO HIDES

Wednesday, March 2, 1960

BIG PACKER HIDES: On Thursday of last week, a moderate trade took place and mainly at steady prices. River and low freight point heavy native steers sold at 13@13½c, all February take-off. About 12,000 River and Northern heavy native cows traded steady at 15@15½c, also February production. Light native cows sold steady, with St. Paul types at 19c, Milwaukee's at 19½c, and also 30/45-lb. Kansas City's at 32c. Branded cows of Wichita production sold at 14c and Denver's at 13¾c. Colorados sold ½c higher for both River and low freight production. Late Friday, an independent packer sold light native steers at 21c, and a large producer sold lights and ex-lights at 21c and 23c, respectively, or 2½c down from last sales.

The market ruled quiet as the new week opened, with a few steady bids reported on heavy steers, heavy cows and branded steers. On Tuesday and Wednesday, an estimated 65,000 hides sold, all at steady prices, including bookings to packer tanning outlets. Heavy native steers sold at 13@13½c, and heavy native cows sold at 15@15½c for River and low freight points. River and Northern branded cows sold steady at 13½c. Bulls were slow, with last sales of natives at 12½c, Chicago and at 11½c, Northern point.

SMALL PACKER AND COUNTRY HIDES: Midwestern 50/52-lb. locker-butcher's were slow at 14@14½, while straight renderers, same average, were nominal at 13c. No. 3 hides, 50/52's, met some demand at 11½c, delivered Chicago, and were at 11c, f.o.b. basis. Midwestern small packer hides were inactive, with the 50/52's held at 17@17½c, for good quality stock and the 60/62's were pegged at 12½@13c. Some movement of 56-lb. average was noted at 15@15½c. Top quality Northern trimmed horsehides were reported available at 11.50@12.00.

CALFSKINS AND KIPSKINS: Last sales of big packer Northern calf were at 56c on heavies and at 55c on lightweights. Kipskins were slow. Last actual trading by an independent was at 46c and 41c, the latter price on overweights. Some Nashville kips recently sold at 46½c. Last actual trading on big packer regular slunks was at 2.10, with the general market at 2.00 nominal at midweek. Small packer allweight calf was nominal at 42@45c, with allweight kips at 35@38c, and some kips were held higher. Country allweight calf was pegged at 27¼@29c for

quantities and small lots at 25@26c nominal. Country kips, allweights, were quoted at 23@25c nominal.

SHEEPSKINS: Shearlings continued to move well at steady prices. Northern-River No. 1's ranged from 1.75@2.10, with sales of Southwestern mouton types up to 2.25. Northern-River No. 2's were quoted at 1.40@1.50. Some Southwesterns also sold at 1.50. The No. 3's were steady at .65@.75. Fall clips were fairly tight at 2.65@2.85 on Rivers, and some sales of Southwesterns were heard at 3.00. Midwestern wool pelts sold at 3.45@3.55. Full wool dry pelts were nominal at .25. Pickled skins were draggy; sellers asked 12.00 on lamb and 14.00 on sheep, with buyers' ideas about .50 less.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Wednesday, Mar. 2, 1960	Cor. date 1959
Lgt. native steers	..	21n	23½ @ 24
Hvy. nat. steers	..13	@ 13½	14 @ 14½n
Ex. lgt. nat. steers	..	23n	25½ @ 26n
Butt-brand. steers	..	11½	12n
Colorado steers	..	11n	11½n
Hvy. Texas steers	..	11½n	12n
Light Texas steers	..	19n	18½n
Ex. lgt. Texas steers	..	21n	22½n
Heavy native cows	..15	@ 15½	17 @ 17½n
Light nat. cows	..19	@ 21n	22 @ 25½
Branded cows	..13½	@ 14½	15½ @ 17½
Native bulls	..11½	@ 12½n	12 @ 13½n
Branded bulls	..10½	@ 11½n	11 @ 11½n
Calfskins:			
Northern, 10/15 lbs.	..	56n	67½n
10 lbs./down	..	55n	70n
Kips, Northern native, 15/25 lbs.	..	46n	51½n
SMALL PACKER HIDES			
STEERS AND COWS:			
60/62-lb. ave.	..12½	@ 13n	17n
50/52-lb. ave.	..17	@ 17½n	19½ @ 20n
SMALL PACKER SKINS			
Calfskins, all wts.	..42	@ 45n	46 @ 50n
Kipskins, all wts.	..35	@ 38n	38 @ 39n
SHEEPSKINS			
Packer shearlings:			
No. 1	..	\$1.75 @ 2.10	1.00 @ 1.35
No. 2	..	1.40 @ 1.50	.50 @ .60
Dry Pelts	..	.25n	.16n
Horsehides, untrim	..	12.00 @ 12.50n	9.00 @ 9.75n
Horsehides, trim.	..	12.00 @ 12.25n	8.50 @ 9.00n

N. Y. HIDE FUTURES

Friday, Feb. 26, 1960				
	Open	High	Low	Close
Apr. ...	19.10b	19.20	19.15	19.12b-.15a
July ...	18.30b	18.57	18.45	18.45
Oct. ...	18.00b	18.20	18.20	18.20
Jan. ...	17.35b	...	...	17.50b-.90a
Apr. ...	16.85b	...	...	17.00b
Sales: 7 lots.				
Monday, Feb. 29, 1960				
Apr. ...	19.00b	19.09	18.80	18.95
July ...	18.25b	18.28	18.11	18.20
Oct. ...	18.00b	18.00	17.85	17.95
Jan. ...	17.60b	...	...	17.55b-.60a
Apr. ...	17.10b	...	...	17.05b
Sales: 53 lots.				
Tuesday, Mar. 1, 1960				
Apr. ...	18.94b	19.00	18.85	18.92b-19.00a
July ...	18.23b	18.30	18.30	18.30b-.36a
Oct. ...	18.00b	18.09	18.00	18.09
Jan. ...	17.60b	...	...	17.60b-.74a
Apr. ...	17.10b	...	...	17.10b
Sales: lots.				
Wednesday, Mar. 2, 1960				
Apr. ...	18.90b	18.95	18.68	18.74b-.75a
July ...	18.25b	18.25	18.11	18.19b-.21a
Oct. ...	17.90b	18.03	18.03	17.85b-.90a
Jan. ...	17.60b	17.68	17.68	17.68b
Apr. ...	17.10b	...	...	17.18b
Sales: 16 lots.				
Thursday, Mar. 3, 1960				
Apr. ...	18.75	18.93	18.65	18.92
July ...	18.05b	18.38	18.15	18.38
Oct. ...	17.90	17.90	17.90	17.95b-18.13a
Jan. ...	17.35b	...	...	17.50b
Apr. ...	16.85b	...	...	17.00b
Sales: 23 lots.				

THE NATIONAL PROVISIONER, MARCH 5, 1960

LIVESTOCK MARKETS... Weekly Review

Colorado Cattlemen Go On Record In Opposition To Government Regulations On Direct Buying

Opposition to any governmental regulations on direct cattle buying and "pencil shrinkage" in sales was stated in resolution form by the Colorado Cattle Feeders Association recently.

Members, holding their annual meeting in Denver, declared they will "oppose any attempt by the Packers and Stockyards Administration or any other government agency to set up regulating measures to change the long-established practices of direct buying and pencil shrinking in the sale of all types of cattle."

Another resolution urged an investigation—under the "escape clause" of the Trade Agreements Extension Act—into present injury and "serious future injury" to domestic cattle producers as the result of "increasingly damaging imports."

New Yards, Auction Mart For Los Angeles Area

Livestock traders in the Los Angeles area will be served by a new stockyards and auction market a few miles east of the Vernon Packing House district on Valley Boulevard. Plans were announced for the new stockyards after the April 30 closing date of the Los Angeles Union Stockyards was reported. The yards will be operated by the Los Angeles Livestock Marketing Company and will have a capacity for handling 5,000 cattle as well as hogs and sheep.

STOCKER-FEEDER MOVEMENT OF CATTLE, SHEEP

Stocker and feeder cattle and sheep received in several north central states in January 1959-60, and years 1958-59, as reported by the USDA:

CATTLE AND CALVES

	JANUARY		JANUARY-DECEMBER	
	1959	1960	1959	1959
Ohio	5,164	7,752	97,357	122,922
Indiana	9,003	25,730	243,026	308,997
Illinois	57,595	62,505	1,208,940	1,283,770
Michigan	2,116	4,012	61,103	79,381
Wisconsin	3,056	3,443	37,909	45,191
Minnesota	51,346	60,733	684,817	731,365
Iowa	162,341	148,692	2,175,744	2,592,360
S. Dakota	17,848	13,421	231,020	203,715
Nebraska	77,859	55,235	951,773	1,112,226
Totals	386,328	381,523	5,691,689	6,479,927
Jan. 1960—through public stockyards, 163,796; direct, 217,727 head.				

SHEEP AND LAMBS

	JANUARY		JANUARY-DECEMBER	
	1959	1960	1959	1959
Ohio	1,070	1,214	60,826	47,448
Indiana	2,963	2,448	85,738	82,649
Illinois	14,909	20,385	380,626	370,412
Michigan	1,687	395	24,172	19,501
Wisconsin	500	.....	18,617	19,949
Minnesota	36,818	41,478	354,999	418,730
Iowa	77,342	62,805	1,207,080	1,271,712
S. Dakota	10,392	16,318	168,155	199,782
Nebraska	17,644	15,183	635,867	655,335
Totals	163,325	160,226	2,936,280	3,085,518
Jan. 1960—through public stockyards, 71,712; direct, 88,514 head.				

SLAUGHTER STEERS AND HEIFERS

Steers and heifers sold out of first hands for slaughter at seven markets in Jan. 1960-59; numbers, costs and percentages are shown below as follows:

Steers, January 1960-59

	—Number of head—		Pct. of total		Av. price, cwt.	
	Jan. 1960	Jan. 1959	Jan. 1960	Jan. 1959	Jan. 1960	Jan. 1959
Prime	14,889	17,056	4.5	5.1	\$27.98	\$29.55
Choice	167,871	152,183	50.2	45.4	25.96	27.52
Good	127,806	138,647	38.3	41.4	23.90	25.81
Standard	20,517	24,478	6.1	7.3	21.22	24.61
Com'l.	277	391	.1	.1	21.67	23.95
Utility	2,716	2,426	.8	.7	18.24	22.33
All grades	334,076	335,181			24.96	26.69

Heifers, January 1960-59

	—Number of head—		Pct. of total		Av. price, cwt.	
	Jan. 1960	Jan. 1959	Jan. 1960	Jan. 1959	Jan. 1960	Jan. 1959
Prime	2,919	1,944	2.3	1.9	\$27.87	\$28.81
Choice	55,324	45,824	43.9	44.7	25.48	27.47
Good	55,726	45,152	44.2	44.0	23.64	25.92
Standard	10,400	8,158	8.2	7.9	20.43	23.95
Com'l.	.....	.....	.....	.....	.....	.....
Utility	1,790	1,538	1.4	1.5	17.45	21.26
All grades	126,159	102,616			24.23	26.48

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Mar. 1 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

N.Y. Yds. Chicago Sioux City Omaha St. Paul

HOGS:

BARROWS & GILTS:

U.S. No. 1:

180-200	.....	\$13.25-14.75	.....	.....	\$14.25-15.25
200-220	.....	14.65-14.75	.....	.....	15.00-15.25
220-240	.....	14.40-14.75	.....	.....	15.00-15.25

U.S. No. 2:

180-200	.....	13.25-14.75	\$13.50-14.50	.....	.....
200-220	.....	14.50-14.75	14.60-14.75	.....	14.75-15.00
220-240	.....	14.35-14.75	14.60-14.75	.....	14.75-15.00
240-270	.....	14.10-14.40	14.25-14.50	.....	.....

U.S. No. 3:

200-220	.....	\$13.75-14.25	14.15-14.35	.....	14.25-14.50
220-240	.....	13.75-14.00	14.10-14.25	14.35-14.50	14.25-14.50
240-270	.....	13.25-14.00	13.85-14.25	14.00-14.35	13.75-14.25
270-300	.....	13.00-13.50	13.25-14.00	13.50-13.75	13.50-13.75

U.S. No. 1-2:

180-200	.....	14.25-14.65	13.25-14.75	13.50-14.75	13.25-15.00	14.00-15.00
200-220	.....	14.25-14.65	14.50-14.75	14.75-15.00	14.75-15.25	14.75-15.00
220-240	.....	14.25-14.75	14.40-14.75	14.75-14.90	14.75-15.25	14.75-15.00

U.S. No. 2-3:

200-220	.....	14.00-14.35	14.25-14.50	14.50-14.75	14.00-14.75	14.25-14.50
220-240	.....	13.75-14.35	14.25-14.50	14.50-14.75	14.00-14.75	14.25-14.50
240-270	.....	13.25-14.00	14.00-14.25	14.25-14.50	14.00-14.50	14.00-14.25
270-300	.....	13.00-13.50	13.35-14.10	13.50-14.25	13.50-14.50	13.75-14.00

U.S. No. 1-2-3:

180-200	.....	14.00-14.50	13.25-14.65	13.50-14.75	12.75-14.75	14.25-14.50
200-220	.....	14.00-14.50	14.50-14.65	14.50-14.75	14.25-15.00	14.25-14.50
220-240	.....	13.75-14.50	14.35-14.60	14.50-14.75	14.25-15.00	14.25-14.50
240-270	.....	13.25-14.25	14.10-14.40	14.25-14.50	14.00-14.75	.....

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

U.S. No. 1-2-3:

180-270	.....	12.75-13.00	.....	.....	.....	.....
270-330	.....	12.75-13.00	.....	.....	13.50-13.75	13.00-13.25
330-400	.....	12.25-13.00	12.50-13.00	13.00-13.50	13.00-13.50	12.75-13.25
400-550	.....	12.00-12.50	11.75-12.75	12.50-13.00	12.75-13.25	12.25-13.00

CORN BELT DIRECT TRADING

Des Moines, Mar. 2—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS: (Cwt.)			
U.S. No. 1, 200-220	\$14.00@15.00		
U.S. No. 1, 220-240	13.70@14.75		
U.S. No. 2, 200-220	14.00@14.65		
U.S. No. 2, 220-240	13.70@14.50		
U.S. No. 2, 240-270	13.25@14.20		
U.S. No. 3, 200-220	13.60@14.25		
U.S. No. 3, 220-240	13.30@14.10		
U.S. No. 3, 240-270	12.85@13.80		
U.S. No. 3, 270-300	12.40@13.35		
U.S. No. 2-3, 270-300	12.80@13.60		
U.S. No. 1-3, 180-200	13.00@14.50		
U.S. No. 1-3, 200-220	14.00@14.50		
U.S. No. 1-3, 220-240	13.70@14.35		
U.S. No. 1-3, 240-270	12.35@14.05		
SOWS:			
U.S. No. 1-3, 270-330	12.10@13.50		
U.S. No. 1-3, 330-400	11.60@13.00		
U.S. No. 1-3, 400-550	10.35@12.50		
Corn Belt hog receipts, as reported by the USDA:			
	This week	Last week	Last year
Feb. 25	76,000	62,000	89,000
Feb. 26	63,000	37,000	71,000
Feb. 27	34,000	14,000	51,000
Feb. 29	81,000	87,000	79,000
Mar. 1	76,000	79,000	74,000
Mar. 2	70,000	71,000	66,000

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Mar. 1 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$25.00@27.00
Steers, good	.....	23.00@25.00
Heifers, gd. & ch.	.....	23.50@26.50
Cows, util. & com'l.	.....	15.25@17.25
Cows, can. & cut.	.....	13.00@15.50
Bulls, util. & com'l.	.....	17.00@19.50
VEALERS:		
Good & choice	.....	26.00@30.00
Calves, gd. & ch.	.....	22.00@24.00
BARROWS & GILTS:		
U.S. No. 3, 220/240	14.15@14.25	
U.S. No. 3, 240/270	14.00@14.25	
U.S. No. 3, 270/300	none qtd.	
U.S. No. 1-2, 180/200	14.50@14.85	
U.S. No. 1-2, 200/220	14.85@15.00	
U.S. No. 1-2, 220/240	14.85@15.00	
U.S. No. 2-3, 200/220	14.25@14.85	
U.S. No. 2-3, 220/240	14.25@14.65	
U.S. No. 2-3, 240/270	14.00@14.50	
U.S. No. 2-3, 270/300	none qtd.	
U.S. No. 1-3, 180/200	14.00@14.75	
U.S. No. 1-3, 200/220	14.50@14.75	
U.S. No. 1-3, 220/240	14.50@14.75	
U.S. No. 1-3, 240/270	14.00@14.60	
SOWS, U. S. No. 1-3:		
270/330 lbs.	.....	13.00@13.25
330/400 lbs.	.....	12.50@13.00
400/550 lbs.	.....	12.00@13.00
LAMBS:		
Gd. & pr. (wooled)	.....	21.00@22.00
Gd. & ch. (shorn)	.....	18.50@20.50

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Mar. 1 were as follows:

CATTLE:		Cwt.
Steers, gd. & ch.	.....	\$23.00@26.25
Steers, std. & gd.	.....	none qtd.
Heifers, gd. & ch.	.....	22.00@26.00
Cows, utility	.....	16.00@17.75
Cows, can. & cut.	.....	14.00@16.50
Bulls, utility	.....	19.00@21.50
BARROWS & GILTS:		
U.S. No. 1-2, 190/220	15.75@15.90	
U.S. No. 1-3, 190/250	15.50@15.75	
U.S. No. 2-3, 240/260	15.00@15.25	
SOWS, U. S. No. 1-3:		
300/375 lbs.	.....	12.35@13.50
350/500 lbs.	.....	12.25@13.25
LAMBS:		
Gd. & ch. (wooled)	.....	21.00@21.50
Choice (shorn)	.....	19.75@20.25

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Mar. 1 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$26.50@28.00
Steers, good	.....	23.50@26.00
Heifers, gd. & ch.	.....	23.50@27.00
Cows, util. & com'l.	.....	15.00@17.50
Cows, can. & cut.	.....	13.50@16.00
Bulls, util. & com'l.	.....	18.00@21.00
VEALERS:		
Choice & prime	.....	none qtd.
Good & choice	.....	33.00@37.00
Stand. & good	.....	27.00@33.00
BARROWS & GILTS:		
U.S. No. 1, 200/220	14.75@15.00	
U.S. No. 3, 200/220	14.25@14.35	
U.S. No. 3, 220/240	14.00@14.25	
U.S. No. 3, 240/270	13.75@14.00	
U.S. No. 3, 270/300	13.25@13.75	
U.S. No. 1-2, 180/200	14.50@14.75	
U.S. No. 1-2, 200/220	14.60@14.75	
U.S. No. 1-2, 220/240	14.50@14.75	
U.S. No. 2-3, 200/220	14.25@14.50	
U.S. No. 2-3, 220/240	14.25@14.50	
U.S. No. 2-3, 240/270	13.75@14.50	
SOWS, U. S. No. 1-3:		
270/330 lbs.	.....	13.00@13.25
330/400 lbs.	.....	12.50@13.00
400/550 lbs.	.....	12.00@13.00
LAMBS:		
Gd. & pr. (wooled)	.....	18.50@22.00
Ch. & pr. (fall shorn)	.....	20.00

LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, Mar. 1 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$24.50@28.00
Steers, good	.....	23.25@25.25
Steers, util. & std.	.....	17.00@24.00
Heifers, choice	.....	24.25@27.50
Heifers, good	.....	23.00@24.50
Cows, util. & com'l.	.....	15.50@18.00
Cows, can. & cut.	.....	13.50@16.25
Bulls, util. & com'l.	.....	18.50@19.50
Vealers, gd. & ch.	.....	26.00@31.00
BARROWS & GILTS:		
U.S. No. 1-2, 180/200	none qtd.	
U.S. No. 1-2, 200/220	14.65@14.75	
U.S. No. 1-2, 220/240	14.65@14.75	
U.S. No. 2-3, 200/220	14.25@14.65	
U.S. No. 2-3, 220/240	14.25@14.60	
U.S. No. 2-3, 240/270	14.00@14.50	
U.S. No. 2-3, 270/300	13.50@14.15	
U.S. No. 1-3, 180/200	14.00@14.75	
U.S. No. 1-3, 200/220	14.50@14.75	
U.S. No. 1-3, 220/240	14.50@14.65	
U.S. No. 1-3, 240/270	14.25@14.50	
SOWS, U. S. No. 1-3:		
270/330 lbs.	.....	13.00@13.25
330/400 lbs.	.....	12.75@13.00
400/550 lbs.	.....	12.50@13.00
LAMBS:		
Ch. & pr. (wooled)	.....	19.75@22.00
Ch. & pr. (shorn)	.....	19.00@20.75

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Mar. 1 were as follows:

CATTLE:		Cwt.
Steers, gd. & ch.	.....	\$24.00@26.00
Steers, util. & std.	.....	none qtd.
Heifers, ch. & pr.	.....	25.00@27.00
Heifers, gd. & ch.	.....	23.00@25.00
Cows, cut. & util.	.....	15.00@17.00
Cows, can. & cut.	.....	12.00@14.50
Bulls, util. & com'l.	.....	19.00@20.00
VEALERS:		
Choice	.....	35.00
Good & choice	.....	30.00@35.00
Calves, gd. & ch.	.....	21.00@26.00
BARROWS & GILTS:		
U.S. No. 1-2, 190/240	14.00@14.50	
U.S. No. 1-3, 190/240	13.75@14.25	
U.S. No. 2-3, 200/240	13.25@14.00	
SOWS, U. S. No. 2-3:		
250/400 lbs.	.....	none qtd.
400/600 lbs.	.....	11.50@12.00
LAMBS:		
Ch. & pr. (wooled)	.....	21.00@22.00
Util. & gd. (wooled)	.....	16.00@19.50

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended Feb. 27, 1960 (totals compared), as reported by the U. S. Department of Agriculture:

Boston, New York city area ¹	11,229	9,795	45,013	35,545
Baltimore, Philadelphia	7,046	2,102	26,624	4,586
Cincy., Cleve., Detroit, Indpls.	17,429	4,415	137,848	15,367
Chicago area	15,961	7,664	30,447	4,428
St. Paul-Wis. areas ²	26,364	22,396	126,702	14,221
St. Louis area ³	10,083	1,192	75,215	4,485
Sioux City-So. Dak. areas ⁴	19,487	.....	87,376	15,011
Omaha area ⁵	32,375	131	72,769	14,318
Kansas City	12,741	.....	36,796	.....
Iowa-So. Minnesota ⁶	28,369	9,372	279,103	30,267
Louisville, Evansville, Nashville	.....	.....	.....	.....
Memphis	5,831	3,874	61,780	.....
Georgia-Florida-Alabama area ⁷	6,584	2,545	30,531	.....
St. Joseph, Wichita, Okla. City	17,045	909	40,535	6,890
Ft. Worth, Dallas, San Antonio	8,178	2,591	16,915	10,780
Denver, Ogden, Salt Lake City	16,474	175	17,282	27,587
Los Angeles, San Fran., areas ⁸	23,126	1,373	22,277	25,638
Portland, Seattle, Spokane	6,016	214	15,619	2,941
GRAND TOTALS	264,338	68,748	1,122,832	211,941
Totals same week 1959	237,174	71,031	1,221,670	221,123

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Feb. 20 compared with same week in 1959, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	All wts.	Grade B ¹	Gd. & Ch.	Dressed	Handyweights	Good	Good	Good
Toronto	1960 \$22.00	1959 \$25.50	1960 \$35.87	1959 \$35.73	\$21.18	1960 \$24.00	1959 \$23.25	\$20.70
Montreal	23.20	25.75	32.25	32.35	22.00	24.05	19.50	.....
Winnipeg	20.65	24.26	31.72	33.46	18.25	21.62	18.27	18.50
Calgary	19.95	22.60	19.95	25.70	17.44	20.60	17.70	17.50
Edmonton	19.50	22.60	27.30	29.40	17.45	20.70	17.35	18.20
Lethbridge	18.85	22.25	21.50	24.00	17.25	20.50	18.00	18.25
Pr. Albert	19.30	22.70	25.75	27.25	16.50	20.50	.....	16.50
Moose Jaw	19.00	22.25	21.75	.....	16.40	20.50	.....	.....
Saskatoon	20.00	23.20	30.00	31.00	17.10	20.50	16.00	16.75
Regina	18.75	23.65	28.75	31.50	17.00	20.50	.....	18.50

*Canadian government quality premium not included.

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended Feb. 27:

	Cattle and calves	Hogs
Week ended Feb. 27	5,150	19,500
Week previous (six days)	2,447	20,292
Corresponding week last year	2,871	20,572

CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended Feb. 20, compared:

	Week ended Feb. 20	Same week 1959
CATTLE		
Western Canada	19,920	14,151
Eastern Canada	16,120	15,754
Totals	36,040	29,905
HOGS		
Western Canada	67,139	77,682
Eastern Canada	73,282	84,888
Totals	140,421	162,570
All hog carcasses graded		
.....	154,357	173,258
SHEEP		
Western Canada	2,995	3,357
Eastern Canada	2,385	3,395
Totals	5,380	6,752

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Feb. 26:

	Cattle	Calves	Hogs	Sheep
Los Ang.	2,975	175	525	310
Stockton	1,700	285	1,600	950
N. P'tland	650	125	900	100

LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, Feb. 26, with comparisons:

	Cattle	Hogs	Sheep
Week to date	185,500	311,500	86,000
Previous week	199,400	323,200	94,300
Same wk. 1959	179,500	368,200	107,300

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NOW!



BUILT-IN COLOR STABILITY

in prepackaged hams

Does good initial cure-color of your prepackaged hams seem to vanish at point of sale? Beat the problem of profit-stealing color fade by curing with NEO-CEBITATE at new M.I.D.-approved levels.

You are now permitted to increase the amount of NEO-CEBITATE in pumping pickle from 7½ oz. up to 87½ oz. per 100 gallons. Extensive studies by the Merck Food Laboratories in cooperation with a leading packer prove that the rate of color fade depends

largely on the amount of NEO-CEBITATE retained by the ham after processing. The originally approved levels did not provide color stability for long periods. By adding more NEO-CEBITATE to the pumping pickle, you increase the amount in the finished ham—and get increased protection (up to 600%) against color fade. As an additional benefit, use of NEO-CEBITATE assures uniform and maximum *initial* cure-color in your hams.

Decide now to try NEO-CEBITATE at the newly approved higher levels. Ask your Merck representative or write directly to Rahway for new Technical Service Bulletin that gives the full story.

NEO-CEBITATE®

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MERCK & CO., INC.

RAHWAY, NEW JERSEY

THE NATIONAL PROVISIONER, MARCH 5, 1960

CONGRATULATIONS

on a

SUCCESSFUL CONVENTION

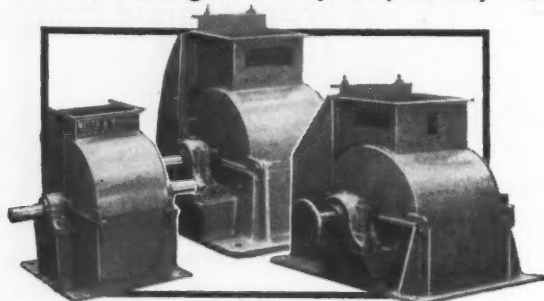


BAKER RENDERING COMPANY

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M & M CONVERTER . . .
SLICES . . . instead of chops!
*unique knife arrangement provides fine,
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M & M's exclusive design of small staggered cutting knives in a large cylinder allows material to be sliced . . . not chopped. This provides faster and more uniform processing.

A large rotating cylinder in between heavy-duty roller bearings eliminates an overhanging flywheel. The all-welded, compact steel construction of simple design assures trouble-free operation with low maintenance costs.

M & M Meat Converters are available in a number of different sizes. Three units shown are available with top or side intake and side or bottom discharge.

Write today for complete information.

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 BUILDERS OF WORK-**SAVING**, **MONEY-**SAVING**** AND **MATERIAL**
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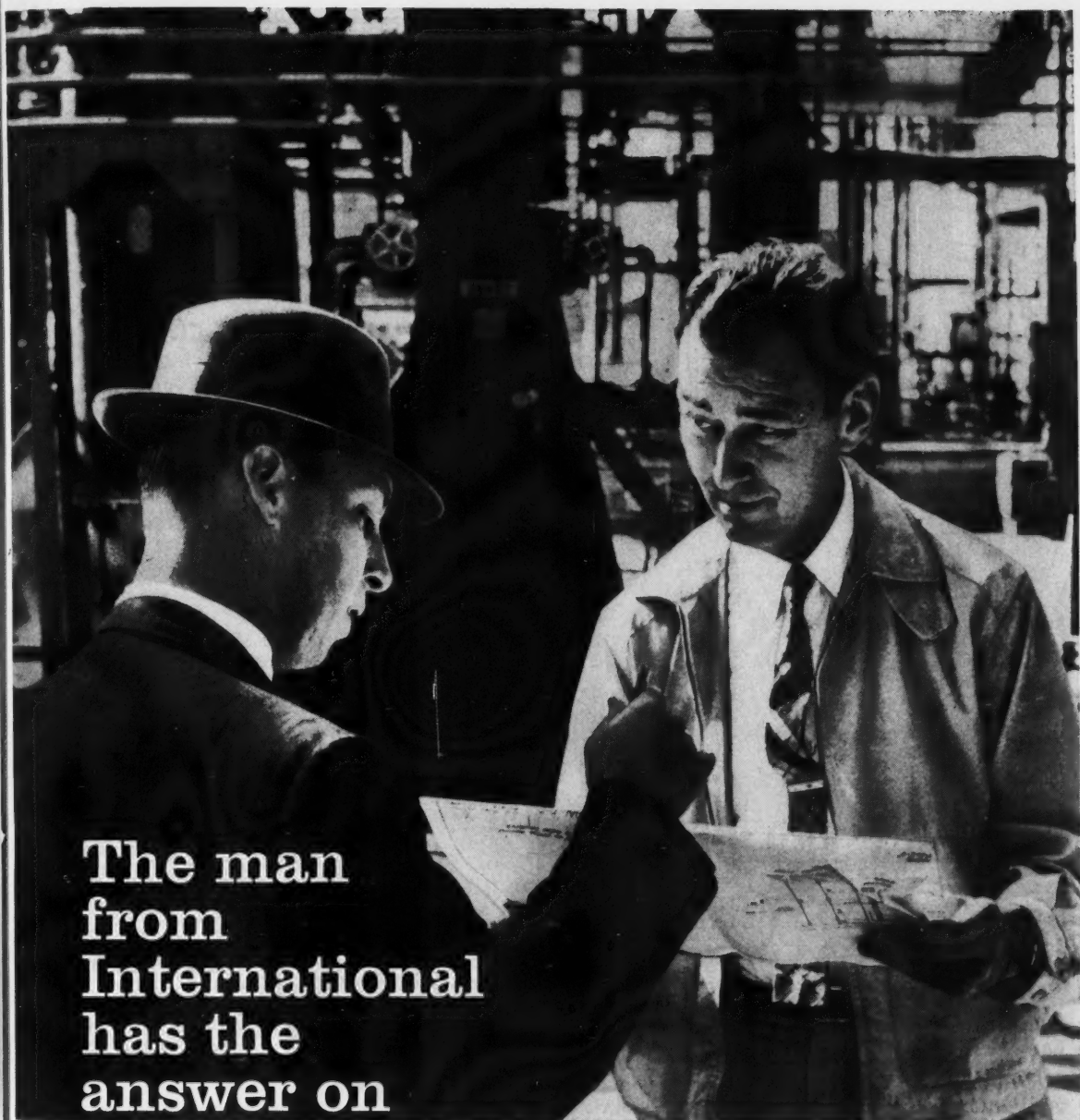
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MEAT-TYPE HOGS OUR SPECIALTY



The man
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brine production

Final details for a new brine-production system are checked by an International Salt Company sales engineer and his customer. Specially designed to fit a medium-sized plant where interior space is unavailable, the system calls for a storage Lixator*, a large-scale rock-salt dissolver operating on the self-filtration principle discovered by International. Lixators can be adapted to meet any space and production requirements. The man from International is a technical specialist in the efficient production, use and storage of brine. His experience, knowledge and on-the-spot service are the vital extras that make International the first choice of so many salt-using companies. To put these extras at your disposal, contact International Salt Company, headquarters: Clarks Summit, Penna., or the district office nearest you: Boston, Buffalo, Charlotte, Chicago, Cincinnati, Detroit, Newark, New Orleans, New York City, Philadelphia, Pittsburgh, St. Louis.

*Reg. T.M. of the International Salt Company.

INTERNATIONAL

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SALT COMPANY

"A STEP AHEAD IN SALT TECHNOLOGY"

These are the brands
our men swear by



RUSSELLS AND DEXTERS



Packing houses everywhere have found that the complete Russell and Dexter lines of packing house cutlery are preferred by workers and in constant use day by day. They've found Russells and Dexters easier and quicker to work with . . . of top quality materials that *really* stand up to hard usage.

Remember if you use boners, stickers, skimmers, butcher knives, steels or cleavers — whatever the job, there's a Russell or Dexter knife to do it better.

Ask your supplier for full information
or send for catalog.

AMERICA'S FOREMOST FINE CUTLERY SINCE 1919



RUSSELL HARRINGTON CUTLERY COMPANY
Southbridge, Massachusetts

BEEF & VEAL

- CARCASSES
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PRIMAL BEEF CUTS

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57 COMPANIES

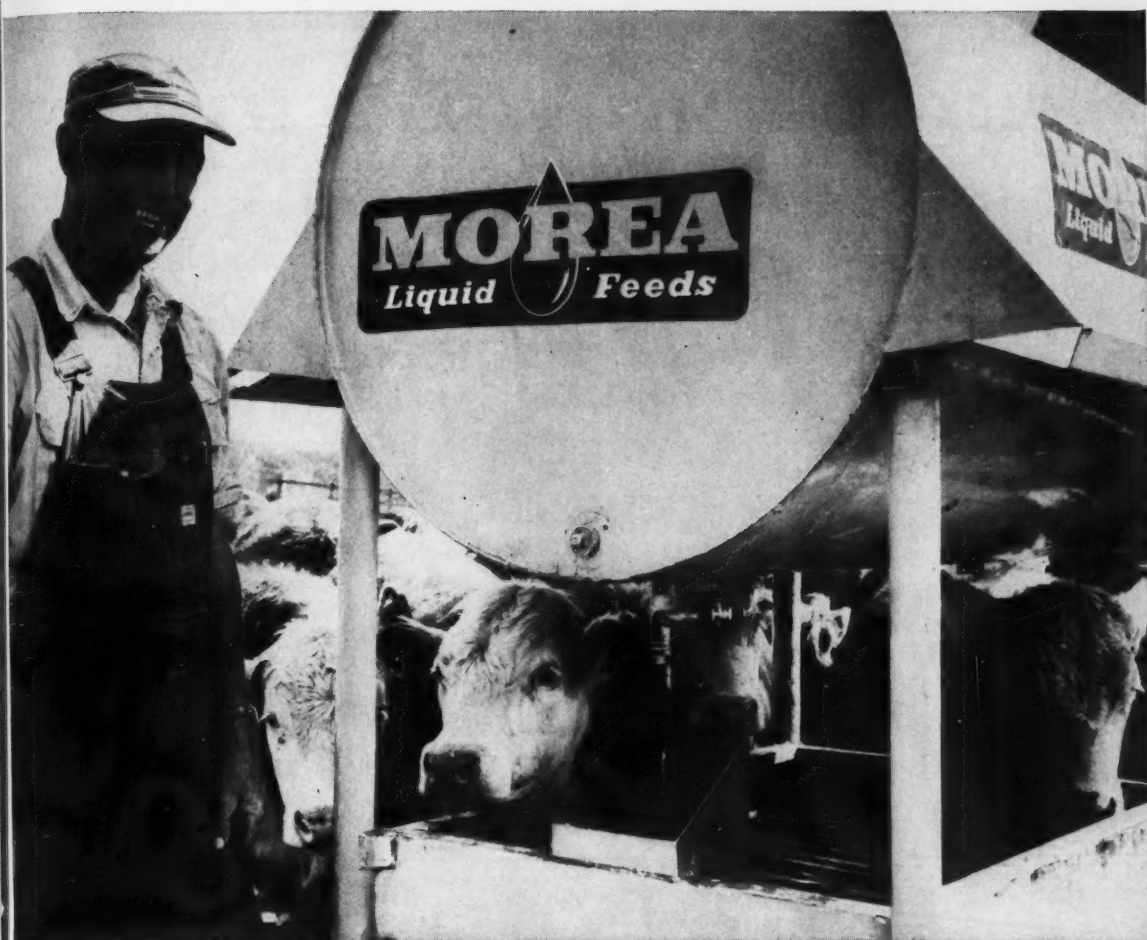
**SUPPLY CLEANING
COMPOUNDS**

You'll find them all listed in the
"YELLOW PAGES" of the Meat Industry . . .
starting on page 43

Guide for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION

THE NATIONAL PROVISIONER, MARCH 5, 1940



Meet the meat packers' friend!

Yes, the cattle feeder who uses new MOREA® liquid supplement to speed his cattle to your plant is a real friend.

Sure, he is using MOREA liquid supplement because it helps him make more money. This liquid supplement, containing the key catalyzer, ethyl alcohol, increases the animal's appetite, speeds digestion of the entire ration, helps produce faster gains at low feed cost, and helps feeders put good finish on young cattle and lighter weights.

But when the cattle (and lambs) produced on the MOREA feed program reach the packer, they really show their class. Carcasses of cattle produced on the MOREA feed program generally have less kidney fat, less cover fat to trim, and the lean meat is well-marbled. This means the car-

casses cut out better and there is less waste all along the line to the consumer in the butcher shop or supermarket. Many meat processors and fabricators also report the MOREA meat is more tender and holds its color better.

Big demand for Morea-fed meat

The top quality of MOREA beef and lamb has created a big demand among packers who have processed cattle and lambs from feeders using the MOREA supplement program. For best quality meat, and best gains, cattle feeders follow a careful 5-point

management program which includes regular free-choice feeding of MOREA supplement, low-protein roughage, grain, proper minerals, and plenty of water. As more livestockmen use MOREA liquid feed, supplies of these superior animals will increase.

It will pay you to watch this high-quality meat program closely, especially if you are engaged in contract feeding. And check the many advantages of the MOREA program in the feedlot, in your packing plant, and in your sales efforts. For more information write the nearest address below.

Feed Service Corporation

Crete, Nebraska

U. S. Industrial Chemicals Co.

99 Park Ave., New York 16, N. Y.

MOREA is a registered trade-mark of Feed Service Corporation.

PACKINGHOUSE BROKERAGE SERVICE

*Geared to your needs with intelligent understanding
of the problems of domestic and foreign shippers and users*

**COWS & STEERS • HEIFERS
FANCY MEATS • BEEF EXTRACT
BEEF CUTS • SAUSAGE MATERIALS
DRESSED HOGS • PORK CUTS**

We invite your offerings and inquiries

LEVIN BROKERAGE COMPANY

3243 E. 44th ST., LOS ANGELES 58, CAL.

Telephone LUdlow 3-1771 • Teletype LA 1551 • Cable Address LEVINBROK

We are primary source of Australian & New Zealand Boneless Meats—Broker inquiries invited

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Certified Food Colors
INDUSTRY'S STANDARD FOR OVER 100 YEARS

CHERRY RED SHADES
Light, Medium and Deep

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"Hercules" Repoline • "Hercules" Casiline

VEGETABLE LIVERWURST COLORS

Send for our new Atlas Food Color
Guide and Price List. It contains impor-
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ADELMANN

...the kind your ham makers prefer

The most complete line available.
Over 100 sizes, 10 different shapes.
All in Cast Aluminum—some in Stain-
less Steel. Ask for booklet "The
Modern Method", listing all and con-
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WE BUY HOGS IN THE HEART OF THE CORN BELT
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**MAKE PURCHASING EASIER
USE THE "YELLOW PAGES" OF
THE MEAT INDUSTRY—**

the classified volume for all your plant needs

The Purchasing GUIDE for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION



OLD DANIELS WRAPS NEVER DIE

(They go on to glory in your sales curve)

Anyway, it's the sale itself we live for, not the ceremony and decorations afterward.

Daniels wraps bring a little extra brightness into the fray—sharper reproduction and crisper color. They give you an edge at the market place because we put more into them, from choice of paper to preparation of plates and final runoff.

You'll find that every Daniels wrap is usable. Not a one is blurred or "off-target"—proof, we think, of a fairly high order of craftsmanship.

Give us a call. We think you'll be delighted with our service, our prices—and the response you get at the point of sale!

*This is the freshness
you capture in a Daniels wrap.*



DANIELS

MANUFACTURING COMPANY
RHINELANDER, WISCONSIN

Sales offices: Rhinelander, Wisconsin . . . Chicago, Illinois . . .
Haverford, Pennsylvania . . . Akron, Ohio . . . Omaha, Nebraska
. . . Dallas, Texas . . . Los Angeles, California



THE BETTER FLAVOR IS GRIFFITH'S REGAL SEASONING

**Contains High-Stability
Sodium Iso-Ascorbate for Color—
No Mixing! No Waste! Saves
Your Cost of Labor for Mixing!**

The color is brighter, more appetizing! Aroma, more exciting! But, *definitely*, the savory flavor of REGAL SEASONING in wieners is satisfaction without equal! Words can't convey the ecstasy of flavor in REGAL SEASONING, so dependably uniform! Every blend contains Griffith's Sodium Iso-Ascorbate, too. It checks oxidation in the chopper . . . reduces shrink and time in smokehouse . . . cuts cost! So, for stable color with better flavor in wieners, put your money on the money-making flavor of GRIFFITH'S REGAL SEASONING.

THE GRIFFITH LABORATORIES, INC.



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LOS ANGELES 58, 4900 Gifford Av.

PRAGUE POWDER ®
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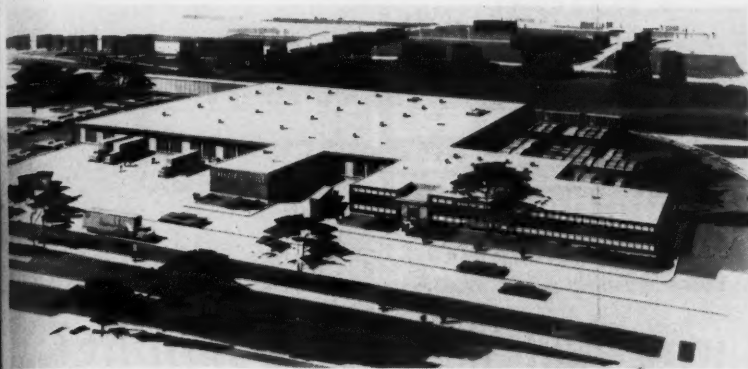
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The Meat Trail...



PLANS TO construct one-story meat processing plant (sketched above) at 43rd st. and Kildare ave., Chicago, in the Crawford development of the Central Manufacturing District, have been announced by Pfaelzer Brothers, meat purveyor. Ground will be broken for new 75,000-sq.-ft. plant, to be located on six-acre tract of land, about April 15 and occupancy is expected by next December. Facilities will include up-to-date coolers and freezers with receiving, processing, fabricating, packaging and shipping space arranged for convenient, straight-line product flow. Design provides for expected expansion in next five years. Pfaelzer Brothers has been in business since 1928 at 939 W. 37th pl., Chicago. New location was selected for its proximity to truck and rail transportation facilities. It also is just a seven-minute drive to Midway Airport and 15 minutes to Chicago's downtown business area. A. Epstein and Sons, Inc., is the engineer and architect for proposed building.

JOBS

Five new managers of Swift & Company sales units have been announced. They are: Denver, K. S. GREGORY; Kansas City, Kans., E. B. KILLIP; Stockton, Cal., J. M. REDDY; Fresno, Cal., G. M. SHETTON, and Spokane, Wash., R. M. HURST.

R. C. ATKINS, Sioux Falls, S. D. branch house sales manager for John Morrell & Co., has been promoted to the company's general operating division and will assist JOHN BLANKENSHIP, vice president of operations, in analyzing the operation of, and future planning for, company-owned units. B. J. SAUER, who has been serving as manager of the western sales division, has been named to succeed Atkins as Sioux Falls branch house sales manager, and W. H. SMITH, district sales manager at the Morrell Salt Lake City division, will succeed Sauer.

PLANTS

Shen-Valley Meat Packers, Inc., Timberville, Va., is planning an expansion that will more than double the present facilities for hog slaughter, providing a weekly capacity of 2,500 to 3,000 hogs. A. J. JESSEE, general manager, announced at a meeting of Augusta County members of the cooperative in Stuarts Draft, Va. He said the plans were stimulated

by "an excellent business year" in 1959. New smokehouses also will be installed in the plant.

Dubuque Packing Co., Dubuque, Ia., has notified the city council that a water drainage problem on 17th st. is holding up company plans to build a large plant addition. The firm asked the city to construct a storm sewer to prevent water from overflowing on its property.

Wood County Packing Co., Fostoria, O., has set up temporary offices at 3310 W. 65th st., Cleveland, general manager LOUIS SILVERBERG notified the NP. The company's plant recently was destroyed by fire.

TRAILMARKS

A 19-day strike of 110 truck drivers at several Philadelphia area rendering plants was settled last week with a one-year agreement providing for a 5¢-an-hour wage increase to \$2.50 and a 2½¢-an-hour contribution toward insurance, retroactive to January 1. The companies are Mutual Rendering Co., Inc., Independent Manufacturing Co., M. L. Shoemaker & Co., Chas. R. Shoemaker, Inc., and Enterprise Tallow & Grease Co., all Philadelphia; Paul J. Harrigan & Sons, Inc., Bristol, and American Rendering Co., Inc., Chester. The drivers collect about 1,400,000 lbs. of rendering

material daily at supermarkets, butcher shops and packing plants.

ARNO W. HAERING, secretary-treasurer of Haering Provision Co., has been elected president of the Milwaukee Sausage Manufacturers' Association. FREDERICK D. USINGER, president of Fred Usinger, Inc., is the new vice president. GEORGE H. STROEBEL was elected secretary-treasurer of the association for the 37th consecutive year.

Lieut. Gov. JOSEPH W. HENKLE, SR., of Kansas will present the third annual "Kansas Meat Packer of the Year" award during the fourth annual convention of the Kansas Independent Meat Packers Association on Sunday, April 3, at the Broadview Hotel, Emporia. Henkle also presented the two previous awards on behalf of Gov. GEORGE DOCKING.

RICHARD C. FLESCHE, assistant general traffic manager for Oscar Mayer & Co. at Madison, Wis., has been elected 1960 president of the Madison Transportation Club.

RODNEY MCGEE, owner of Valley Packing Co., Farmington, N. M., is a Republican candidate for county commissioner in San Juan County.

DEATHS

HARRY W. PINE, 50, sales manager of Detroit Rendering Co., Detroit, for many years, has passed away.

C. A. DWYER of C. A. Dwyer Car Lot Sales, New York City, is dead.



"ALL-AMERICAN Teen-Agers" named by delegates to National Youthpower Congress in Chicago, Sandra Krebs, 17, of Orwigsburg, Pa., and Rusty Taylor, 16, of Greensboro, N. C., are congratulated by Homer Davison, president of American Meat Institute, who headed planning committee for meeting sponsored by National Food Congress. Approximately 200 teen-agers from across nation attended.



... from beginning to end ...
CUSTOM

DESIGN
 to
EFFICIENT

INSTALLATION



Julian Smokehouses add up to Big Profits!

When you call on JULIAN for capable, professional handling of your smokehouse problems, you actually **SAVE MONEY** in the long run. After all, this expert advice costs you nothing . . . and the benefits you enjoy in better flavored meats . . . better looking products . . . less shrinkage

. . . and improved, all-around smokehouse operation, can only mean **MORE PROFITS** for you. Yes, from beginning to end . . . you're in good hands when you depend upon JULIAN to come up with the right solution to your smokehouse problems. But why not discover that for yourself, today?

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5127 N. DAMEN AVE. • Longbeach 1-4295 • CHICAGO 25, ILL.
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For over
68 years now,
 The National Provisioner
 has been the undisputed
 leader among
 magazines published
 for the meat packing
 and allied industries.

First—in everything that helps to make a good magazine great . . .

First—in editorial content - - editorial service - - in number of pages - - in advertising . . .

First—to report industry news - - to accurately interpret the news and business trends . . .

First—to report the markets and prices . . .

First—in service to packer, processor and advertiser alike.

THE NATIONAL PROVISIONER

"FIRST IN THE FIELD"



The new **SIMPLEX BRINE PUMP** for pumping hams or bacon

10 REASONS WHY THE NEW SIMPLEX BRINE PUMP IS GOOD NEWS FOR YOU!

1. The new Simplex Pump **ELIMINATES** all moving parts that cause delay and repairs.
2. It is guaranteed to be **30% FASTER** than other brine pumps.
3. Tank is made of 1/4-inch No. 316 stainless steel plate and **WILL LAST A LIFETIME**.
4. Has Air-intake filter.
5. A 3-inch opening at top provides easy access for **INSPECTION** as well as convenient filling.

6. Tank can be used for mixing brine.
7. Glass gauge at base indicates contents and lets you know when tank needs refilling.
8. **A SIZE TO MEET YOUR NEEDS** . . . 20-gallon, 40-gallon, 75-gallon or 150-gallon . . . or made to your specifications.
9. **EASY TO OPERATE** . . . simply open the air valve and begin pumping.
10. **USE AS MANY OPERATORS AS YOU NEED** . . . simply by lengthening the outlet pipe.

THE SIMPLEX BRINE PUMP has been approved by the U. S. Department of Agriculture.
 Territories open for distributorship . . . for further information and price list write to:

THE SIMPLEX PUMP CO.

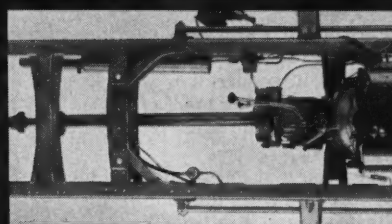
1348 DARLING STREET
 OGDEN, UTAH



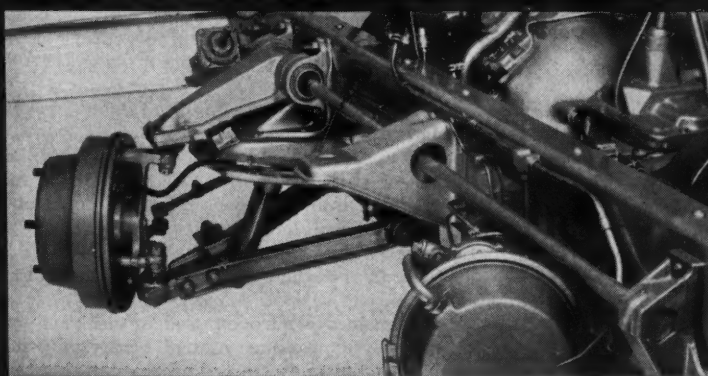
Chevy's major components for 1960 last up to four times longer than ordinary truck parts—exhaustive testing has proved it. Likewise, the totally new cabs have proved 67% more resistant to twisting; and new frames for many models are as much as 4.8 times stronger in torsional rigidity. These are typical 1960 Chevrolet truck facts and figures—and they point up a new kind of tough truck build that helps you hang on to your dollars!



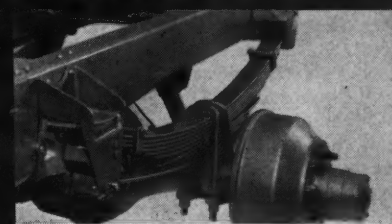
Chevy's precision-balanced wheels run smoother. Balancing weight shows that all front wheels are balanced in assembly—an advantage no other truck offers. It's assurance that Chevy handles easily; that tires will last longer without shimmy and shake from wheel imbalance.



Chevy's new frames are built with new brawn. Box-section rail design is stronger than ever; rail section modulus has been increased as much as 57%. Massive "K" or "X" brace crossmembers add to truck stamina; help keep you going years longer at least expense.



Chevy's new torsion-bar independent front suspension saves maintenance, increases work output. Independently suspended front wheels step right over bumps; tough torsion bar springs soak up shocks. As much as 58% of all objectionable road shock is absorbed before it reaches truck body, sheet metal or driver!



Chevy's easier riding rear springs help roll up profits. New variable-rate rear springs come in high capacities to handle huge payloads. Spring resistance adjusts automatically to cushion the load better.

CHEVROLET'S BIG NEW BUILD IS LIKE MONEY IN THE BANK FOR YOU!

Here are just a few of the *many* ways in which Chevrolet's totally new build for '60 will work to build a bigger bank account for you. They show that a '60 Chevy means *profit* through longer life, less maintenance, easier working, out-sized cargoes and extra economy! You'll find, too, that 1960's savingest truck *power* is Chevrolet's: famous economy 6's and efficient short-stroke V8's for light-duty models . . . high-power, high-torque V8's and tough, dependable 6's for the bigger trucks. It'll profit you to see your Chevrolet dealer about Chevy's big new build, sometime soon. . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

1960 CHEVROLET STURDI-BILT TRUCKS

What The Renderers Are Doing

[Continued from page 37]

eign Agricultural Service. They visited several Latin American countries and as a result we have set up a project in Colombia similar to that in Japan, in cooperation with the soap association there, to promote greater consumption of soap in Colombia.

We assume that this will increase the imports of American tallow by Colombia. It will start out as a much smaller project than in Japan, but we anticipate that it will grow and will also serve as a model for other development projects in Latin America.

Next month we are sending a two-man team to Europe to study the potential demand for fat in feeds in Europe. We know what the soap situation is over there, but we are interested in what can be done to increase the use of fats in feeds in Europe. Its broiler industry is growing and interest in high-energy diets is growing. This is a natural outlet for American tallow and grease.

Part of our European development project is the film, "The Raw Material of Magic." This was made about a year ago in cooperation with the Foreign Agricultural Service and is designed as a sort of a foot-in-the-door gimmick that our sales representatives can use in foreign countries.

We hope that the result over there may be a cooperative project with the European renderers' groups and with European feed manufacturers to increase the use and understanding of animal fats in feeds.

P. L. 480: I am a little concerned that many people seem to feel that our problem with Public Law 480 is the most important one we have to face. I believe we have let it get a little bit out of proportion.

Public Law 480 is designed to assist the export of American surplus agricultural commodities in which the American government takes foreign currency in payment for these commodities and pays the American exporter in dollars. This assists the movement of these commodities to countries that don't have dollars available for purchases.

Right now all of our tallow and grease exports are moving for dollars. The volume will amount to 1,600,000,000 or more pounds this coming year. However, we know that there are several countries that are not importing American tallow and grease because they don't have the dollars, but that if tallow and grease were assisted under Public Law 480, these countries would take our fats for soap manufacture. Tallow and grease were removed from Public Law 480 late in 1957 because the supply was going down and the price was going up.

Both of those things have flipped themselves, and the supply is going up and the price has gone down. We feel that we need this additional movement of tallow and grease into the soft money countries to absorb the additional production that we are going to have in 1960 and 1961. Here we are talking at most about 150,000,000 to 200,000,000 lbs. of tallow, and if this amount were programmed under Public Law 480 it would not cause the tallow market to rise, but might prevent it from going lower. However, I wouldn't want anybody to think it is going to be an automatic cure-all to our market problems in tallow and grease.

John Haugh and I went to Washington about a month ago and visited with the Secretary of Agriculture. This same effort has been carried on by the president of your association and by L. Blaine Liljenquist in Washington. We are trying to convince the Department of Agriculture that tallow and grease are now in surplus and in a weak market situation and should be put on the surplus list eligible for Public Law 480 financing.

The attitude of the Department is that this should not be done until cattle prices drop more than they have. I believe the USDA has a figure of somewhere around 80 per cent of parity in mind. We understand this attitude and are sympathetic with it, but we feel that other factors should be considered and that the cattle price-tallow relationship is not the only one. We were told later that the USDA would review its policy position on this matter.

However, I want to assure you that if tallow were programmed on Public Law 480 tomorrow, it wouldn't make very much difference in the tallow price and might only prevent it from drifting.

We hope to expand our research in foreign countries through the use of Public Law 480 funds. This could be a great boon to our research program and our European study team will also consider it this spring. The Agricultural Research Service has a foreign office in Rome and coordinates just this sort of work in foreign research laboratories. We are anxious to find scientists over there interested in these problems who might do research with Public Law 480 funds.

So in summary, in our efforts to improve the tallow and grease and meat protein situation, we are putting a great deal of emphasis on research into new uses for our present products, and are also putting research funds into finding new products in our raw materials.

We need to accelerate our program and spend more money on it. I hope we will have the help of the interested meat packing groups and allied industries.

Preparing for Humane Slaughter

[Continued from page 48]

time playing hide-and-go-seek with a dodging, bobbing head. Accuracy is minimized and oftentimes several shots are required to bring an animal down. This does not comply with requirements of the humane slaughter law. In addition, the added animal movement can result in bruising from trampling and crowding.

The matter of safety should be considered, also. Some types of stunners require the operator to reach across and down into the knocking box to contact the animal. This can result in operator injuries.

In the case of swine, restraint seems even more important, regardless of the system used for accomplishing immobilization.

Improperly placed electrodes used in electrical stunning operations can produce animal paralysis, pain or at best only partial anesthesia. The regulations specify that surgical anesthesia must be produced. Anything less than this does not constitute humane slaughter.

The electrical field setup in the brain of an animal at the instant of electrode application is limited. Unless the brain is sufficiently within the field, anesthesia is not produced. Thus, electrode placement must be constantly accurate and proper restraint is the best assurance of accuracy.

Mechanical stunners can be effectively used on swine, but their efficiency and usefulness as humane instruments depend on accurate use. This, again, requires effective restraint of the animals.

Restraint has long been recognized as an important part of carbon dioxide immobilizers. Application of carbon dioxide in a restricted area assures surgical anesthesia in the animals.

Restraint in sheep and calves appears less of a problem to small operations but the necessity for it remains fundamental in large-scale production.

I want to compliment the industry for its acceptance of the objectives of the humane slaughter law and on the dramatic progress made by its members.

HUMANE SLAUGHTERING STARTS HERE



with the
**KOCH CASH-X
STUNNER**

This KOCH Stunner is operated by a blank cartridge that drives the captive bolt through the skull in an instant. It produces complete unconsciousness, and complies with humane slaughter regulations.

KOCH Knocker is a similar device, but does not penetrate at all. Write for information.

The KOCH Method of Stunning, using the KOCH Cash-X Stunner, complies with all existing and proposed laws governing humane slaughtering. It is used world-wide, wherever a humane and profitable stunning method is desired.

The KOCH Stunner reduces labor cost and operator fatigue. It knocks out the heaviest beef like a light. There's no fright, abuse or stress. The animal bleeds easily and is not bruised. This means better carcasses on the rail.

Take the first step towards humane *and* profitable stunning in your slaughtering operation, write for more information on the KOCH Cash-X Stunner. A demonstration in your plant can be arranged.

In Canada . . . Sales and Service by
Simmonds Products of Canada, Limited, Hamilton, Ontario





**CLEAN AND
DERUST
TROLLEYS
IN ONE
SIMPLE
OPERATION**

with

**Sanfax
X-38**

... a revolutionary chemical agent that removes both grease and rust with complete safety to black iron trolleys.

**No danger of
acid attack**

**...No danger of
trolley weight loss**

You'll save on material

... labor ... time

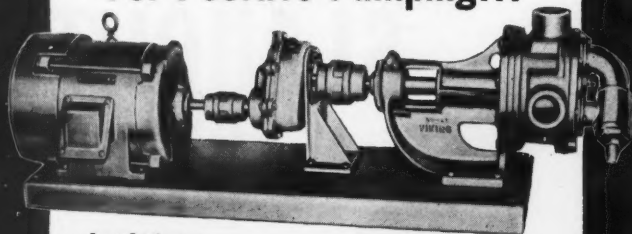
**For Proof-Positive
Demonstration**

WRITE, WIRE or PHONE

**The
SANFAX
Company** ®

P. O. BOX 604
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TORONTO, CANADA

For Positive Pumping...



Insist on

**VIKING
ROTARY PUMPS**

In your own best interests, insist upon Vikings, the **POSITIVE DISPLACEMENT** pumps. Using them, you can eliminate slow priming, vapor locks, spasmodic delivery and partial emptying of tanks. Units feature the new helical gear drive and are equipped with heavy-duty pumps which deliver from 17 to 164 gallons per minute.

Five interchangeable speed reducers permit easy change of pump speeds for handling thick or thin liquids. Maximum pressure is 200 PSI on lubricating liquids, 100 PSI on non-lubricating liquids.

For complete information, send for catalog CS, pages 27-28.

VIKING PUMP COMPANY

Cedar Falls, Iowa, U. S. A. • In Canada, It's "ROTO-KING" Pumps
Offices and Distributors in Principal Cities.
See Your Classified Telephone Directory



Vegex cannot work wonders,
but it can make you
wonder why a little
does so much...

ask for samples

VEGEX Company 175 FIFTH AVE., NEW YORK 10, N. Y.



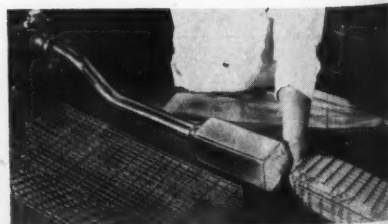
**Stainless Steel
MEAT PROCESSING EQUIPMENT**

"Nothing Beats Quality"

**WIRE
CAGES**

Made from 18-8 stainless steel in standard stock sizes and custom made from 3½" x 3½" to 4½" x 4½" and in lengths to 54". All cross wires firmly welded to insure long life. "Quick Opening Latch" keeps cages firmly locked, yet opens instantly with slight pressure.

SMALL METAL PRODUCTS
Division of BEACON METAL PRODUCTS



• 2632 S. Shields • Chicago 16, Illinois

THE NATIONAL PROVISIONER, MARCH 5, 1960

CLASSIFIED ADVERTISING

Unplayed: set solid. Minimum 20 words, \$3.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c each.

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE PLEASE REMIT WITH ORDER

HELP WANTED

INDUSTRIAL ENGINEER: Practical time study, meat industry, experience required. Will assist department head in large independent midwest southern meat packer. Write complete personal and experience data, salary requirements. All replies strictly confidential. W-98, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOW ABOUT A JOB? As head of maintenance and engineering for an eastern packer with multiple plant operations. If you can do layouts, figure costs, know refrigeration and are able to line up maintenance and construction jobs, we have the one you want. Good salary and opportunity. W-99, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

RESIDENT SALESMAN: To handle top equipment line in New York, New Jersey, Pennsylvania and neighboring areas. Packinghouse experience essential. Salary commensurate with background and ability. Reply to Box W-56, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WE NEED: A good ham boning foreman. Must be aggressive, know yields, costs and able to operate efficient department. Salary and opportunity very good. Eastern packer. W-100, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

EQUIPMENT WANTED

WANT TO BUY: USED TY LINKER. GIVE PRICE AND DETAILS. EW-79, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RED LION CRACKLING EXPELLER

Must be good, advise price and where it can be inspected. Write GREEN HILL, Inc., Elliston, Virginia.

USED STUFFER WANTED: 500# capacity. Please contact Mr. Thaddeus A. Olejniczak, of the Sam & Walter Provision Co., Hamtramck, Michigan, Phone TWInbrook 1-1200.

EQUIPMENT FOR SALE

ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penn.

MINCEMASTER FOR SALE: 50 H.P., stainless steel neck casting, stainless steel cutting chamber with replaceable seal wearing surface, stainless steel discharge horns. Motor has encapsulated windings. Good working condition. Can be seen operating in Ohio. FS-113, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Two French Hydraulic Presses, 1130 ton curb, one 30" x 40" cage, one 30" x 84" cage, also few brand new parts. To be sold as is or parts. Philadelphia. FS-114, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

WILL TRADE BUFFALO NO. 43-A Silent Cutter 25 H.P., 3 sets of knives, for 500# stuffer. MENGHINI BROS. PACKING CO. Inc., Frontenac, Kansas.

SEELBACH: 600 lb. capacity cut-mix, complete with two speed motor, used less than one year. FS-101, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEST CASH OFFER: Takes 300 lb. cut-mix in new condition. FS-103, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

THE NATIONAL PROVISIONER, MARCH 5, 1960

EQUIPMENT FOR SALE

FOR SALE: SEELBACH 400 lb. capacity cut-mix with 2 speed motor, used less than one year. Will be sold for the highest offer. FS-102, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

MUNICIPAL ABATTOIR SALE, LEASE OR RENT

The City of Toronto desires to dispose of the Municipal Abattoir and invites offers to purchase or lease the entire premises as a going concern. If the City does not dispose of the Abattoir by sale or lease, it will consider offers for renting space for substantial slaughtering operations.

Interested parties may obtain information from the offices of Mr. E. E. Hunt, Commissioner, Municipal Abattoir, Foot of Tecumseh Street, Toronto 2, Ontario, Canada, Empire 8-6169, or Mr. D. Alexander, Director of Real Estate, Room 202, City Hall, Toronto 1, Empire 8-8411, Local 531.

Sealed Offers setting out the details of the proposal, together with a cheque payable to the City Treasurer in the amount of \$25,000 in the case of an offer to purchase, or in an amount covering the first six months rent in the case of an offer to lease, addressed to the Chairman, Board of Control, City Hall, Toronto 1, must be in the hands of the City Clerk at Room 209, City Hall, not later than 12 o'clock noon, Monday, the twenty-eighth day of March, 1960. Envelopes are to be plainly marked "Tender re Municipal Abattoir".

No commission will be payable.

The highest or any offer will not necessarily be accepted.

FOR SALE: Processing, freezing, distribution plant in the Philadelphia, Delaware valley area. Financing available. Government inspected meat plant, 16,000 sq. ft. Ample refrigeration, cooling, drying, T. G. load, railroad siding.

J. T. JACKSON CO. Realtors,
Roosevelt Blvd., & Rising Sun Ave.,
Philadelphia 20, Pa.
Phone DAVenport 4-2000

SMALL MEAT PACKING PLANT: Including custom slaughtering, processing, curing. 60 lockers. Concrete block structure. Located near Indianapolis, Indiana. Can arrange terms. FS-112, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WE ARE INTERESTED: In hearing from slaughterers who would like to sell one or more loads of mixed grades of beef on a steady basis. W-91, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

USDA LABEL APPROVALS EXPEDITED ONE DAY SERVICE

Public relations, liaison, plant inspection, sales.

JAMES V. HURSON

412 Albee Bldg., Washington 5, D. C.
Phone REpublic 7-4122

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"Standards for Packers"

Used Equipment and Packers Supplies

1642 N. Cleveland Ave. Canton 3, Ohio
GLendale 4-9054

HOG • CATTLE • SHEEP

SAUSAGE CASINGS ANIMAL GLANDS

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Broker • Counsellor • Exporter • Importer

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407 SO. DEARBORN ST., CHICAGO 5, ILL.

BARLIANT'S WEEKLY SPECIALS

We list below some of our current offerings for sale of machinery and equipment available for prompt shipments at prices quoted F.O.B. shipping points.

Current General Offerings Sausage & Smokehouses

2501—AIR CONDITIONED SMOKEHOUSES: Drying Systems, Inc., stainless steel, 4-4 cage units, (or can be operated as 2-8 cage) ea. CA. 91" deep x 83" wide, gas fired, w/smoke generator, Powers recording controllers, duct work, exhaust fans, overhead rail systems, etc., Replacement cost approx. \$30,000.00—Specially priced at—\$9,500.00

2499—MINCEMASTERS: (2) Griffith Lab., stainless steel neck & cutting chambers, horn & replaceable wearing rings, knife sharpener, plates, recently rewound 50 HP. motorsea. \$2,250.00

2424—BACON FORMING PRESS: Anco #800, 9 slabs/min., 7 1/2 HP. motor\$2,750.00

2435—FROZEN FOOD SLICER: GEMCO mdl. 5-16 little used, excel. condition\$2,375.00

2500—STUFFER: Buffalo 500# cap., in A-1 condition, with new gaskets\$1,350.00

2384—STUFFER: Boss 400# capacity\$ 950.00

2378—STUFFER: Buffalo 200# capacity\$ 725.00

2044—STUFFER: Buffalo 100# cap., w/piping & valve, A-1 condition\$ 675.00

2514—SILENT CUTTER: Buffalo #54-B, 40 HP., side dump, complete o'hauled including new bearing, excellent condition\$1,250.00

2517—STUFFER: Buffalo #49-B, 300# cap., w/25 HP. mtr., V-belt drive\$ 975.00

2337—SILENT CUTTER: Buffalo #32, w/stainless "J" knives, 7 1/2 HP. mtr. & stand\$ 625.00

2304—GRINDER: Anco #766A, 8 1/2" plates, 50 HP. motor, A-1 condition\$1,450.00

2388—GRINDER: Buffalo #66-B, stainless steel hopper, 15 HP., w/plates & knives\$ 600.00

2234—GRINDER: Boss #161, 20 HP.\$ 595.00

2247—GRINDER: Globe #9507-56, 6" plates & knives, newly retined bowl & worm, 7 1/2 HP.\$ 595.00

2318—VACUUM MIXER: Buffalo #4-A, 1000# cap., 10 HP. mtr., tilt type\$1,150.00

2304—MIXER: Keebler, 200# cap., newly tinned bowl & paddles, 2 HP. gearhead mtr.\$ 425.00

2112—CUT-MIX: Hottman #4, 40 HP.\$ 675.00

2235—SAUSAGE CASING APPLIER: Buffalo # 95.00

2393—HAM MOLD PRESS: Globe Hoy, hyd. \$425.00

2498—HAM & BACON TREES: (30) open end, 4-arms per tree, w/trolleyea. \$ 7.50

2521—HAM MOLDS: (217) Globe Hoy, stainless steel, w/covers & springsea. \$ 12.75

(2) #112, 11" x 6" x 5 1/2"

(86) #114, 12" x 6 1/4" x 5 1/2"

(110) #116, 12 1/2" x 6 1/2" x 5 1/2"

2520—HAM MOLDS: (92) Globe Hoy #P-16, Pear shape, stainless steel, w/covers & springs, 1 1/4" x 8 1/4" x 6" deepea. \$ 12.75

2519—HAM MOLDS: (138) Adelmann, stainless steel, with coversea. \$ 12.75

(25) #0-2-G, 12" x 5 1/2" x 5 1/2"

(20) #1-0-E, 11" x 5 1/2" x 4 1/2"

2110—LOAF MOLDS: (350) Globe Hoy #66-S, stainless steel, 10" x 4 1/2" x 4 1/2"ea. \$ 5.00

2187—LOAF PANS: (300) Best & Donovan, stainless, 10" x 5" x 4", 6 1/2" cap., A-1 cond.\$ 2.25

Rendering & Lard

2087—EXPELLER: Anderson "Red Lion", factory rebuilt, A-1 condition\$4,800.00

2518—RENDERING LAYOUT: 4' x 7'—10 HP. Cooker & Pan, Rujak Hyd. Press w/pump\$1,650.00

1346—HYDRAULIC PRESS: Dupps "Rujak", 300 ton w/Anco Electric Pump\$3,250.00

1933—COOKERS: (2) Dupps 4 x 10', jacketed heads, 20 HP. mtr. & driveea. \$2,500.00

2381—DRY RENDERING COOKER: Globe 4 1/2" x 9" long, 3/4" shell, not jacketedBids requested

2400—BLOOD DRYER: 5 x 16', 40 HP. Bids requested

2072—HAMMERMILL: Jeffery type B-3, 20" x 12" opening, 25 HP., only 1 yr. old\$1,800.00

2188—HASHER-WASHER: Anco, 14" x 17" opening, 7 1/2 HP., 30" x 10" washer cylinder\$ 850.00

Watch for our 6-page Bulletin listing the latest Current General Offerings—now in the mails. Write us if you are not now on our mailing list.

All items subject to prior sale and confirmation • New, Used & Rebuilt Equipment • Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

1631 S. Michigan Ave., Chicago 16, Ill.
WABash 2-5350

BARLIANT & CO.

CLASSIFIED ADVERTISING [Continued from page 115]

POSITION WANTED

CHIEF ENGINEER

15 years' experience in all phases of packing industry: maintenance, building and installation. Desires to locate with progressive midwest packer. W-105, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

EXPERIENCED: Meat man available immediately for west coast and central Florida representative for contact of hotel and restaurant trade. Write, giving complete particulars of what you have to offer to Box W-115, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: 5 years' experience buying cows on terminal market. Would appreciate locating in the middle west. W-106, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

GENERAL MANAGER

\$50,000 or MORE: Per annum, also participation in earnings, with an independent U. S. inspected meat packing company with several small packing plants and branch houses throughout the U. S. This is a challenge to a top-notch executive with all around PROVEN BUSINESS ABILITY. Knowledge of purchasing livestock, processing and above all, the ability to promote packaged goods sales. W-92, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING PLANT SUPERINTENDENT

An old established dynamic and aggressive renderer is looking for a bright young man under 40 with experience in edible and inedible rendering. Must know costs, yields and operation, and be able to take full charge in 8 cooker 20 employee plant. Must know mechanics, be able to deal with peddlers, and have the potential to become general manager. We will pay well and are looking for the best. Located in midwest. W-84, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

COST ENGINEER-PRODUCTION MANAGER

Man with industrial engineering background to set up and maintain standards, to improve productivity and to control manufacturing costs, i.e., production personnel and movement of materials and products within the plant. Envisable opportunity for right person to become part of management team of small but very progressive and well-known sausage manufacturer located in large midwest city. Write in strict confidence to Box W-96, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

GENERAL MANAGER

MEDIUM SIZED: Plant in midwest needs man familiar with all operations. Must be able to handle all phases of the business. Excellent opportunity. Position is available immediately. Please send complete resume of education and experience. W-97, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Handling maintenance equipment to dairy, meat packing or institutions field. To represent our well established and nationally advertised products. Cold storage doors, air operated devices for doors, heavy duty hardware, gaskets and hinges, refrigerated truck curtains and freezer door curtains. P. O. Box #163, Reading, Ohio.

ENGINEER (MASTER MECHANIC)

To take complete charge of meat packing and rendering equipment, including refrigeration, electricity and steam. By independent, U. S. inspected plants and branches. Kindly state experience and age. Extra good paying position with wonderful opportunity for advancement. Answers strictly confidential. W-108, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT SALES MANAGER

To assist manager in the promotion, advertising and national sales of small package items, boxed and canned. By independent U. S. inspected meat packing company. Good paying position with opportunity for advancement. State age and experience. Answers strictly confidential. W-109, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALES REPRESENTATIVES

Well-known spice and flavor company with reputation for integrity, quality, and skill desires men with sales experience in this or the food field; or men with a background in Food Technology or Nutrition or Engineering or Chemistry, or Biochemistry (preferably with some plant experience in meat or other food processing); or men with practical experience in sausage making or smoked meats, or baking, or canning, or quality control of food processes who can meet and sell managers, as well as plant personnel. Three territories open: Ohio, Michigan and Indiana; Wisconsin and Minnesota; Chicago. Please send complete resume of experience, education, foreign language skill and salary requirements to Box W-107, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill. Our employees know about this advertisement.

SALES MANAGER

Prominent independent packer doing business in the southeastern states has excellent opening experienced sales executive capable of handling route and primary account salesmen plus press merchandising program. Give full details first letter. W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED MAN: To assume full responsibility for production and sales in New York centrally inspected plant for boning and portion control meat operation. Write stating qualifications and financial arrangement desired. All piles confidential. W-110, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WORKING SAUSAGE FOREMAN: To take charge of sausage kitchen, central Virginia plant. Personal background and experience. Reply will be held in confidence. Elliotts Meat Products, Inc., Box 56, Stuarts Draft, Virginia.

EXPERIENCED FOREMAN: For beef case cleaning operation. EDWARD WAX CASING CO. 3559 S. Normal Ave., Chicago 9, Ill. PH 4-1221.

MEAT INDUSTRY MEN NEEDED

Beef Plant Sup't. (3) to \$20,000
Fine opportunities here.

Carload Beef Salesmen (2) .. to \$15,000
Top men with top exp.

Plant Engineers (3) to \$15,000
Meat plant supv. experience

Cattle Buyers (2) to \$10,000
Young men—meat packer exp.

Sausage Superintendents (3) to \$10,000
Excellent openings

District Sales Managers (2) .. to \$10,000
Successful full-line supv. exp.

Chemists, Chem. Engrs. (4) .. to \$7,500
Young men—fine potential

Rendering Foreman to \$9,000
Large edible fats plant.

Send Detailed Résumés
In Strictest Confidence to:

ROBERT J. CLARK
EMPLOYERS SERVICE BUREAU
6 North Michigan Ave. • Chicago 2, Ill.



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BUENOS AIRES • SYDNEY • WELLINGTON • ZURICH



150 suppliers of REFRIGERATION MACHINERY AND REFRIGERANTS

are listed in the classified section of the PURCHASING GUIDE . . . beginning page 115 . . . eleven pages of manufacturers' product information in catalog section E.

For EFFICIENT PURCHASING use the "YELOW PAGES" of the Meat Industry

The
Purchasing GUIDE for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION
THE NATIONAL PROVISIONER, MARCH 5, 1959

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